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Devoted to

Good Citizenship and Municipal Development.

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CONTENTS

BOARD OF TRADE.

Advertising Man's Page, The, 223, 310, 342
Among Our Exchanges, 178, 179, 250
Association of Commercial Executives, 249
Board of Trade Night, 339
Board of Trade Notes, 17, 41, 64, 65, 84, 105-108, 153
Board of Trade Thirty-third Banquet, 80-84
Civic Betterment Notes, 199, 200, 221
Cleveland View of the Iron Trade, A, 199
First Smoke Talk, The, 299
Group Committee Meeting, The, 249
Important Address, An, 299
List of Committees, 176
List of Members, 42-44
Magazine's Date of Issue, The, 219
Necrology, 15, 16, 32, 53, 79
New Business Agent, 18
New Medical Milk Commission, The, 300
New Officers, 142
October Directors' Meeting, The, 299
Our Reading-room, 300
Prize Competition, A, 197
Registry of Rentable Space, A, 219
Right Way to Buy Fire Hose, The, 197
Seattle's Exposition, 198
September Meeting of the Directors, The, 249
Some Things the Worcester Board of Trade Has Done, 20, 89, 307
Splinters, 177, 198, 219, 249, 300
Two Sudden Deaths, 339
What Others Say About Us, 178
Why a Trade Journal for Worcester, 299
Worcester Agricultural Society, 339
Worcester Fire Insurance Agents, 219
Worcester Magazine Advertiser, The, 308
Worcester Merchants Association, 309
Worcester Polytechnic Institute News Notes, 301

BOOK REVIEWS.

Book Reviews, 335, 336

CURRENT EVENTS.

Current Events, 13-15, 29-32, 51-53, 77-79, 101-103, 144-146, 173-175, 195-196, 216-217, 247, 297, 337

COVER DESIGNS.

Brush on the Speedway, A — March
Dead Horse Hill Climb 1906 (2 views), — May
Home of the State Mutual Life Assurance Co., The — Oct.
Lake Quinsigamond and the Eastern City Limits of Worcester, — Aug.
New Industrial Building of Worcester Agricultural Society, — July
South High School, — June
View of New Shrewsbury Street Boulevard, — Jan.
Worcester Continentals, Old Home Week Parade Boston 1907, — Dec.
Worcester National Bank Building, Foster Street, Home of Worcester Board of Trade, — April
Worcester Protective Department, The — Nov.
Worcester's New Ten-Story Block, Slater Building, — Feb.
Worcester's New Union Railway Station, — Nov.

EDITORIALS.

Civic Loss, A, 186
Commercial Executives at Atlantic City, 269
Future of Industrial Exposition in Worcester, 229
Idle and Ignored Assets, 186
Important Communication, An, 229
New Workshop for the Blind, The, 205
Our Agricultural Number, 159
Passing Clouds and Clearing Skies, 230
Photographic Competition, A 160
Practical City Politics, 160
Protection and Cure, 205
Some Forgotten Responsibilities, 228
Unity of New England, 313
Worcester Magazine for 1909, The, 314

EDITORIAL COMMENT.

Activity in "Building Lines," 157
Annual Showing of the B. & M. R. R., 204
"Anything New?" 157
Are We a Nation of Milkmen? 24
Artists as well as Artisans, 201
Battle for Fair Express Rates, The, 312
Best Wishes for the New Year, 1
Boston Issue made by Worcester Man, 3
Brigandage in the Outskirts of Worcester, 184
Business Atmosphere is Clearing, 117
Civic Federation's New Official, The, 185
Coming Problem, A, 185
Commerce and Peace, 184
Commercialism Must be Necessary Feature, 2
Commission to Relieve Congestion, A, 68
Common Carriers are Liable, 118
Common for Senator Hoar Memorial, 22
Corporations do not Control, 118
Debate on the Merger, 89
Dickens as Seen in Worcester, 45
Dr. Charles H. Perry, 118
Encouragement was Lacking, 46
Fair's Greatest Asset, The, 159
Farewell to the Parish Priest, 68
Festival Chorus under New Leadership, 3
For a New Antiquarian Library, 118
For an Industrial Fair, 67
For Mail-Order House for Farmer, 90
For President William H. Taft, 267
Freight Advances, 204
Future of the Sherman Anti-Trust Law, The, 312
Get Ready for 1909, 311
Getting Ready for New Station, 21
Greatly Needed Organization, A, 185
Guaranteeing Bank Deposits, 313
Goes to the Root of Things, 45
Have Your Catalogue on File, 4
High-grade Music for Summer Evenings, 185
Hopeful Partnership Between Capitalists and Labor Unions, A, 312
How Another City does it, 159
Important Coming Event, 158
Inaugural Sized up as a Gem, 22
Inglorious Fourth, The, 158
Keep them Clean, Please, 46
Kind of Mayor Worcester Needs, The, 312
Largest Post in the Country, 90
Let's not Talk About it, 46
Luxury and Philanthropy, 184
Magazine Appreciates it All, 21
Make the Next Number Better, 269
Making the Next Number Better, 227
Menace to Every City, A, 203
New England's Resources and their Development, 228
New Play-ground for Worcester, A, 268
Newton Square Fire-House Proposition Delayed, 4
New Triumph of No-license, A, 269
Now for Gas Electric Engines, 45
Now the Experiment is on, 85
On the Ground with Bunch of Bills, 22
Opportunity to Help Themselves, 90
Optimistic View from a Conservative, 68
Overlook for the Boys, 117
Pickett's Statue at Franklin Square, 22
Playgrounds for East Side and West Side, 3
Practical Report of Trade School, 118
Programme for Industrial Peace, 185
Prolific Cause of Lawlessness, A, 203
Prospectus for 1908, 1
Question of Expediency, A, 228
Question of Right, A, 228
Republicans Stood Firm by Candidate, 4
Righteous Judgment, A, 333
Right to Play, The, 268
Sane and Significant Celebration, A, 158
Sees Receivership for Boston, 46
Should Complete Forty Years Anyway, 22
Signal for Quick Plunge, 22
Significant Recognition of Organized Labor, A, 268
Sterner Measures Needed, 268
Substitute for Political Indifferentism, A, 158
Suggestions by Supt. Homer P. Lewis, 2
Supreme Court Decides on Lunch Carts, 3
There Have Been Other No-license Years, 4
To Study Needs of Business World, 2
Vacation Days, 183
Vacation Responsibilities, 183
Vacation Schools, 184
Veterans Who should not be Forgotten, 205
What are the Exact Facts? 204
What is the Matter with the Farmers? 204
When Washington Crossed the Delaware, 45
Where are You Going for Vacation? 159
Where Habit will be a Help, 267
Wholesome Tonic, A, 311
Why not Have Thirty Mayors? 46
Widening of Shrewsbury Street, 4
Worcester Among the First, 90
Worcester Armory now under State Control, 2
Worcester as an Art Centre, 90
Worcester Entirely Surrounded by Water, 68
Worcester Needs no Anarchy Teachings, 68
Worcester Swedes Mourn their Dead King, 1
Word of Explanation, A, 227

SEP 30 1909
D. OF D.

FRONTISPIECES.

Court and Staircase, State Mutual Building, Oct.
Fire Department Headquarters, Sept.
Second Annual Convention of the Association of Commercial Executives, Nov.

GENERAL ARTICLES.

All Aboard for Seattle, 294
Annual Glee Club Concert, The, 330
Automobile in Worcester, The, 91
Awakening of Civic Pride, The—by Woodworth Clum, 272
Carpet-Making in Worcester, 138
Charles Dickens in Worcester—by Franklin P. Rice, 74
Commercial Executives' Convention, 276
Dedication of the Hoar Statue, The, 168
Discussion: License or No-License?
Hon. James H. Mellen, 315
Mr. O. W. Norcross, 317
Mr. Mellen's Rejoinder, 320
Mr. Norcross' Rejoinder, 321
Dr. Charles Kendall Pevey, 64
Eagle of Asnebumskit, The, 189
Eliminating Grade Crossings, 328
Fire Insurance Interests of Worcester—by A. C. Munroe, 210
For and Against the Merger, 101
Four Banking Men, 73
Functions of Endowment Insurance, The—by W. Gray Harris, 243
Gateway to Worcester, The, 59
General Josiah Pickett, 36-38
Glee Club's Vacation Tour, The, 214
Governor Hughes on Industrial Conditions, 79
Grand Rapids Public Schools, The Old and the New—by E. M. 100
Homes and Haunts of Worcester Business Men, 187
How a Chamber of Commerce Made Good—by Charles F. Garfield, 270
Injunction: its Use and Abuse. A Discussion at the Economic Club, 296
Institutions of Higher Learning
Clark College, 129
Clark University, 129
Holy Cross College, 131
Worcester Academy, 136
Worcester Polytechnic Institute, 132
International Episode, An. Presentation of Armor, 333
Large Policies, 243
Legislation of 1908 Affecting Worcester—by Hon. E. C. Potter, 172
Life Insurance Agents: their Tribulations and Triumphs—by Henry A. Macgowan, 245
Life Insurance as Represented in Worcester—by Guy Francis Wheeler, 231
Limits of Activity for a Commercial Organization—by Sidney R. Clarke, 274
Location of the Hoar Statue, The, 215
Machine-tool Makers in Europe—Captain Godfrey L. Carden, 332
Made Millions Selling "Short," 54
Men in the Public Eye, 54, 55
Milk Situation in Worcester, The—by J. Lewis Ellsworth, 161
Model Milk Supply in Copenhagen, 164
Municipal Government by a Board of Directors, 9-11
Needs of the Public School System—by Homer P. Lewis, Principal of Worcester Public Schools, and Alexander H. Bullock, Chairman of Worcester School Committee, 127, 128
New England Fair, The, 171
New England Fair and Board of Trade Exposition, 252
Professor Blakeslee on the Philippines, 77
"Purely Personal"—by Edward D. Houston, 58, 63
Report of Commission on Industrial Education, 145
Slater Block and its Arcade, The, 33-35
Some Facts Concerning the Public Schools, 119
Suggestions for Vacation, 190
Tribute from a Former Resident, 193
Trolley Freight and Finance, 38, 39
Wilderness Blossoming Like the Rose—by Donald Tulloch, 166
Winners in Hill Climb, 143
Winter Sports and Industry, 47-50
Worcester Board of Aldermen for 1908, 40, 41
Worcester Boys' Club, The—by Percy H. Epler, 23-29
Worcester Continentals—by Adjutant Herbert L. Adams, 322
Worcester Evening High School, 56-58
Worcester Public Education Association, The—by Dr. Samuel P. Capen of Clark College, 123
Worcester's Board of Trade Glee Club, 191
Worcester's Clean Milk Station—by Rev. John H. Matthews, 163
Worcester's Fire Department—by I. E. Comins, 206
Worcester's Lake and Hills—An Appreciation, 192
Worcester's New Mayor, 11
Worcester's New Union Station, 292

ILLUSTRATIONS.

Afternoon at Elm Park, An 49
Andrew Finneran's House Before Being Divided, 6
Andrew Finneran's Present House, 8
April, 1908, 166
Ard-Na-Clachan—Summer Home of Mr. C. H. Hutchins, Shrewsbury, 187
Bailey's, Mr. Office, 242
Board of Aldermen, 1907, 52
Boating at the Y. M. C. A., 193
Bookkeeping Dept. Evening High School, 61
Boys' Club Building, 24
Boys' Club Reading Room, 25
Boys' Club Carpenter Shop, 26
Boys' Club Printing Office, 27
Boys' Club Gymnasium, 28
Brush on the Speedway, 47
Clark University and College, 129
Common After a Snowstorm, 19
Daily Scene in Central Street, 94
Dining-Room, Worcester Automobile Club, 92
Directors' Room, Worcester National Bank, 70
Downing Street School Garden, 121
Drill Squad, A 208
Edgelake (2 views), 189
Electrical Engineering Building at W. P. I., 135
Entrance to W. P. I. Electrical Laboratory, 134
Floor Plan of Industrial School, 150
Franklin Garage, 97
General Interior View, Worcester Automobile Club, 91
Grade-Crossing Progress (2 views), 329
Group of Worcester Academy Buildings, 137
Happy Hollow (6 views), 188
Harvesting Next Summer's Crop, 50
Highlawn, Holstein-Friesian Herd, 190
Highlawn, Summer Home, 190
Hoar Statue, The 215
Holy Cross College Scene, 131
Hotel Dennis, Atlantic City, N. J., 276
Ice-cutting at Coes Pond, 48
Interior of Alsten & Goulding's Store, 96
Interior View of Pilot Garage, 95
John S. Harrington Driving his "Red Bird," 143
July, 1908, 167
Kindergarten in Session, 122
Ladies' Dining-room, Worcester Automobile Club, 93
Lake Quinsigamond, The Eastern City Limits, 193
Leap into the Life-Net, The 210
Main Lobby Worcester National Bank, 69
Massachusetts Mutual—Cashier's Office, 236
Massachusetts Mutual—Agent's Office, 237
Matinee on the Speedway, A 48
Mortality Chart, 164
Murch & Hidden's Peerless in L.16, 144
New England Fair Illustrations—
Atherton Furniture Co., 260
At the Gate, 253
Bath Grinder Co., Fitchburg, 257
Bay State Elevator Repair Co., 263
Buck, E. A. & Co., 261
Central Supply Co., 259
Cowee, Miss Marjorie, and Speckles, 253
Delta Electric Co., 261
Duncan & Goodell Co., 258
Grandstand and Track, The 253
Hill Dryer Co., 256
Holyoke Machine Co., 254
Industrial Building, The 252
Leicester Polar Spring Water Co., 262
Multiple Woven Hose & Rubber Co., 257
Norcross Bros. Co., 264
Norton Co., and Norton Grinding Co., 254
Ross Bros. Co., 259
Schervee & Bushong, 258
Standard Rug Co., 262
Woodbury-Carlton Co., 263
Worcester Pressed Steel Co., 255
Wright Wire Co., 562
New Industrial Building of Worc. Agricultural Society, 171
Office of the Equitable, 239
Office of the Mutual Benefit, 232
Office of the Mutual Life, 232
Off for an Outing, 194
Old Well Curb at Green Hill Park, 17
Overhill, 191
Ox-mobile, 214
Palace Garage on Hermon Street, 97
Passage of "Pickwick," written by Charles Dickens when in Worcester, 76
Patriotic Day at the Kindergarten, 122
Physics Laboratory Evening High School, 59
Placing a Scaling Ladder, 209
Presentation of Armor to the City of Worcester, 335
President's Room, Worcester National Bank, 72
Prince Rupert, The 214
Proposed New Union Station, The 293
Proposed Site of Trade School, 147
Provident Life and Trust—Agent's Office, 244
Provident Life and Trust—Cashier's Office, 243

Representative Outdoor School Scene, 121
Rescue Drill, 211
Safe Deposit Vault Door, Closed, 71
Safe Deposit Vault Door, Open, 71
Scaling Ladders in Use, 209
Scene at Dead Horse Hill Climb, 99
Scene at the Dedication, 170
Scene from Readville Automobile Races, 94
Scene at Worcester Polytechnic Institute, 134
Secretary's Corner, The 217, 248, 298, 338
Sever Street School, 120
Shrewsbury Street Before Widening, 7
Site of the New Union Station, The, Oct. 1, 1908, 292
Sketches from M. J. Whittall Carpet Mills, 138–142
Slater Building Arcade (floor plan), 33
Slater Building Arcade (general plan), 34
Stand Occupied by Speakers and Guests, The 168
Stanley Steamer Making Hill Record, 143
Start at Dead Horse Hill Climb, 98
State Mutual—Main Office, 234
Statue and its Surroundings, The 168
Street Plan of the New Washington Square and Vicinity, 294
Suit of Armor, 334
Summer Home of Mr. H. H. Merriam, 191
Tenting at the Y. M. C. A. Camp, 192
Thomas-Detroit Bluebird in Record Climb, 144
Veterans of Forty Years Ago who Ran with the Machine, 213
View of New Shrewsbury Street Boulevard, 5
Worcester Continental Drum Corps, 326
Worcester Motor Car Co. Garage, 95
Worcester Polytechnic Institute, 133
Worcester's Clean Milk Station, 163
Worcester's New Mayor, 11

INDUSTRIAL ILLUSTRATIONS.

Allen-Higgins Wall Paper Co. (plant), 85
American Battery Holder, The 302
"Best" Multiple Woven Hose, The 202
"Bi-Moore" Multiple Woven Belting, 202
Boynton & Plummer (Shaper), 115
Cadillac Touring Car, 1909 Model, 201
Case Arch Prop Shoe, 304
Central Supply Co. Building, 109
Coates Flexible Shaft, Putting the Units Together, 181
Coates Flexible Shaft, the Units, 181
Corner in the Office of the Fidelity Mercantile Agency, A 155
Dugar-Corliss Engine (2 drawings), 221
Elevator Side-track Bearing, 306
Greendale Gas Engine Company's 5 h. p. Low Base, Semi-Portable Gas Engine, 341
Heald Machine Co. (plant), 114
Hotel Warren, 305
Illustrating Making Ice, 154
Kempster Improved Roller Bearing Sheave, 306
Wire Rope Sheave, 306
Leland, W. H. & Co. (building), 115
Loom for Weaving Hose and Belting, 212
Massachusetts School of Engineering—
Surface Condenser and Corliss Engine,
Fitchburg Engine and Electric Light Unit, 87
Section of Instruction Boiler, 88
General View of School Room, 88
Multiple Drilling Attachment, 304
New Building of Eastern Bridge and Structural Company, Showing Construction, 65
Norton Grinding Co. Plant (interior), 114
Royal Motorcycle, The, 1909 Model, 182
Site of the New Hahnemann Hospital, 340
Stockbridge Machine Company's New Shaper, 303
"Sure Seal" Tee, Sectional View, 109
"Sure Seal" Generator Connected to Multiple Return, 110
Two Schoolrooms Combined by Use of Vertical Flexifold Doors, 181
Type of Bemis Bench, A 201
Universal Tool and Cutter Grinder, 86
Vibratory Massage Machine, 18
Walker, O. S. & Company's Magnetic Chuck, 222
Walk-Over Boot Shop, Window Display, 308
Walk-Over Boot Shop, Interior View, 309
Whitcomb-Blaisdell Building, 115, 156
Whittle's, J. H., New Improved Carding Machine, 65
Woodbury-Carlton Eagle, 340
Worcester Cold Storage House, 315
Worcester Pressed Steel Co., Plant and Interior, 113
World Labeler, The 251
Wyman & Gordon Co. (2 exteriors, 2 interiors), 112

INDUSTRIAL NOTES.

Industrial Notes, 17, 18, 41, 42, 65, 66, 85–87, 109–115, 153–156, 179–183, 200–202, 221, 222, 251, 302–306, 340–342.

PORTRAITS.

Abercrombie, D. W., 136
Adams, C. P., 39
Adams, H. L., 325
Aiken, A. L., 73, 39
Armstrong, D. W., 23
Arnold, O. D., 233
Bagley, H. P., 93
Bailey, L. V., 242
Barnes, Rev. L. C., 55
Becker, E. C. A., 16
Bell, J. A., 287
Bennett, R. N., 289
Blakeslee, Prof. G. H., 77
Booth, G. F., 80
Bosworth, C. H., 18
Bouchard, E., 239
Brandeis, L. D., 104
Brooks, G. F., 172, 142, 40
Brown, W. I., 330
Brunell, A. B., 41
Bryant, F., 325
Bullock, A. H., 128
Burton, Hon. T. E., 83
Byrnes, T. E., 54, 104
Capen, Dr. S. P., 123
Carlton, H. E., 181
Chapin, C. S., 79
Charbonneau, F. G., 218
Chase, C. A., 73
Clarke, S. R., 274
Clum, W., 272
Coates, G. H., 40
Coghlin, J. P., 91
Comins, E. L., 15
Comins, I. E., 206
Connette, E. G., 38
Cook, W. H., 13
Curtis, J. H., 231
Cutting, G. H., 16
Day, J. E., 16
Delle, B. H., 86
Dickens, Charles, 74, 75
Dodge, E. E., 172
Dodge, R. B., 324
Draper, James, 15
Drury, F. L., 73
Dudley, Supt., 167
Dustan, Dana M., 235
Elder, Rev. C. B., 80
Ellsworth, J. L., 161
Engler, E. A., 132
Fairbanks, Wm. E. C., 327
Forsberg, William, 40
Freeman, F. D., 327
Gardner, Prof. G. E., 14
Garfield, C. F., 270
Gile, Wm. A., 324
Gitchell, B. A., 282
Grant, C. E., 212
Greene, C. E., 240
Hackett, A. J., 331
Hall, G. S., 129
Hamilton, J. P., 69
Hanson, S. E., 13
Harlow, G. H., 324
Harpin, Dr. A. J., 331
Harrington, J. S., 99
Harris, C. H., 40
Harris, W. G., 243
Hastings, H. L., 327
Hidden, C. J., 98
Hobbs, Horace, 16
Holden, C. S., 325
Holmgren, J. P., 40
Hopkins, F. F., 233
Hopkins, Wm. S. B., 323
Hoskins, G. R., 154
Houston, E. D., 58
Hudson, H. O., 16
Johnson, Ludwig, 238
Kelly, N. B., 280
Kilgore, J. M., 238
Kilgore, J. P., 325
Knapp, Rev. Shepherd, 14
Knibbs, J. W., 325
Lawton, Chas. A. H., 181
Lenhart, G. S., 290
Leslie, H. A., 323
Lewis, H. P., 127
Livermore, J. L., 54
Logan, Mayor James, 11, 80, 326
Lucy, William D., 39
Lytle, William A., 325
Macgowan, H. A., 233
Mannix, C. S., 40
Marble, J. R., 38, 142
Matthews, J. H., 163
Mawhinney, Samuel, 32
McClure, G. J., 325
McGillicudy, Rev. D. F., 186
McGown, A. B., 233
Mellen, J. H., 40, 315
Mellish, W. C., 325
Merriam, H. H., 166
Mitchell, J. W., 40
Moore, G. D., 202
Moore, Hon. J. H., 81
Moriarty, E. M., 16
Munroe, A. C., 211
Murch, H. J., 98
Murphy, Rev. T. E. 131
Norcross, O. W. 319
O'Regan, D. F., 56
Park, G. E., 213
Patterson, M. N., 40
Perry, Dr. C. H., 146
Pevey, Dr. C. K., 64
Pickett, Gen. Josiah 36
Pickett, Col. Josiah 37
Pickett, Gen. (medallion), 37
Pomeroy, C. J., 305
Pond, W. F., 322
Potter, E. C., 172
Powers, W. D., 13
Prichard, A. A., 236
Quarles, E. L., 281
Rider, P. L., 324
Riordan, J. J., 57
Robertson, E. A., 244
Robinson, H. C., 330
Roche, J. T., 53
Roe, Hon. A. S., 55, 59
Ross, W. D., 172
Russell, E. J., 324
Santon, E. A., 332
Sargent, W. W., 325
Scott, Rev. Willard, 323
Sessions, W. E., 15
Sewall, Rev. J. L., 143
Sleeper, Dr. G. A., 331
Smith, C. M., 32
Smith, H. E., 324
Smith, R. S., 288
Snow, B. B., 240
Stimpson, G. E., 93
Stratton, A. L., 73
Sullivan, P. F. 40
Taft, A. S., 324
Tallant, J. G. 171
Tarbell, W. E., 327
Taylor, Nathan, 324
Townsend, C. E., 239
Townsend, H. E., 237
Trafford, H. L., 235
Tulloch, Donald, 166
Vaughan, E. H., 80
Waite, H. M., 16
Walker, J. H., 16
Washburn, Hon. C. G., 326, 81
Wheeler, G. F., 231
Whittall, M. J., 138
Wilder, W. E., 86
Willis, F. L., 192
Wright, C. D., 129

SECRETARY'S CORNER.

Secretary's Corner, 175-176, 196-197, 217-218, 248, 298, 338

SUPPLEMENTS.

Board of Trade Banquet, 1908, April
Business Men's New Year's Resolution, Jan.

TRADE CONDITIONS.

Foreign Trade Opportunities, 19, 42, 66, 88
Summary of Crop Factors, 173
Trade Conditions,, 35, 50, 72, 101, 173, 195, 216, 247, 295, 336
Worcester County's Business Year, 12

WORCESTER STOCKS

Worcester Stocks, 295, 336, 337

The WORCESTER MAGAZINE

Illustrated

VIEW OF NEW SHREWSBURY STREET BOULEVARD

JANUARY, 1908

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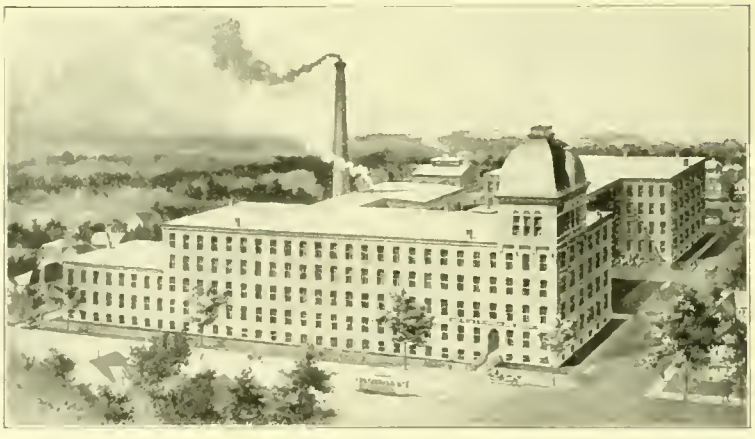

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Worcester, Mass.

A Business Man's New Year's Resolution

[Republished by Request]

TO be joyous in my work, moderate in my pleasures, chary in my confidences, faithful in my friendships; to be energetic but not excitable, enthusiastic but not fanatical; loyal to the truth as I see it, but ever open minded to the newer light; to abhor gush as I would profanity, and to hate cant as I would a lie; to be careful in my promises, punctual in my engagements, candid with myself and frank with others; to discourage shams and rejoice in all that is beautiful and true; to do my work and live my life so that neither shall require defense or apology; to honor no one simply because rich or famous, and despise no one because humble or poor; to be gentle and considerate toward the weak, respectful yet self-respecting toward the great, courteous to all, obsequious to none; to seek wisdom from great books and inspiration from good men; to invigorate my mind with noble thoughts as I do my body with sunshine and fresh air; to prize all sweet human friendships and seek to make at least one home happy; to have charity for the erring, sympathy for the sorrowing, cheer for the despondent; to be indifferent to none, helpful to some, friendly with all; to leave the world a little better off because of me; and to leave it, when I must, bravely and cheerfully, with faith in God, and good will to all my fellow men,—this shall be my endeavor during the coming year.—*The Congregationalist.*

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Contents

MAGAZINE AND MUNICIPAL COMMENT 1
Best Wishes for the New Year 1
Prospectus for 1908 1
Worcester Swedes Mourn their Dead King 1
Commercialism Must be Necessary Feature 2
To Study Needs of Business World 2
Worcester Armory Now Under State Control 2
Suggestions by Supt. Homer P. Lewis 2
Playgrounds for East Side and West Side 3
Boston Issue Made by Worcester Man 3
Supreme Court Decides on Lunch Carts 3
Festival Chorus Under New Leadership 3
There Have Been Other No-license Years 4
Newton Square Fire House Proposition Delayed 4
Republicans Stood Firm by their Candidate 4
Widening of Shrewsbury Street 4
Have Your Catalogue on File 4
THE GATEWAY TO WORCESTER 5-9
MUNICIPAL GOVERNMENT BY A BOARD OF DIRECTORS 9-11
WORCESTER'S NEW MAYOR 11
WORCESTER COUNTY'S BUSINESS YEAR 12
REVIEW OF CURRENT EVENTS 13-15
BOARD OF TRADE NECROLOGY 15-16
BOARD OF TRADE AND INDUSTRIAL NOTES 17
NEW BUSINESS AGENT 18
FOREIGN TRADE OPPORTUNITIES 19
SOME THINGS THE WORCESTER BOARD OF TRADE HAS DONE 20

ILLUSTRATIONS

View of New Shrewsbury Street Boulevard 5
Andrew Finneran House Before being Divided 6
Shrewsbury Street Before Widening 7
Andrew Finneran's Present House 8
Worcester's New Mayor 11
Old Well Curb at Green Hill Park 17
Vibratory Massage Machine 18
Common after a Snowstorm 19

PORTRAITS

Hon. James Logan 11
Sven E. Hanson 13
William D. Powers 13
William H. Cook 13
Rev. Sheppard Knapp 14
Prof. George E. Gardner 14
Waldo E. Sessions 15
Edward I. Comins 15
James Draper 15
E. C. A. Becker 16
Joseph H. Walker 16
Horace O. Hudson 16
Horace Hobbs 16
Horace M. Waite 16
Eugene M. Moriarty 16
John E. Day 16
George H. Cutting 16
Charles H. Bosworth 18

Magazine and Municipal Comment

Best Wishes for the New Year.

The new illustrated Worcester Magazine extends New Year's greetings to all its readers. The new dress, specially designed cover, printed in colors, the illustrated history of current events and subjects of municipal importance, are believed to be improvements upon the Magazine, which has completed its 10th volume. It is claimed by the publishers to be the best and most artistic publication sent out by any board of trade in the United States.

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Prospectus for 1908.

In beginning Volume XI of the Worcester Magazine it will be seen that the size and make-up are entirely changed. It is the purpose of the Committee on Publication of the Board of Trade to include in the Magazine a review of local current events; to present each month an article treating in an exhaustive manner the various phases of Worcester's civic development. It is also planned to present each month an article on some academic question by an able writer. Special numbers will be issued during the year devoted to seasonable subjects, in which will be exploited certain phases of Worcester institutions. In the line of illustrations, Worcester people in the public eye, new manufacturing plants, new tools and machine devices, invented by Worcester genius, important current events, prominent residences, business blocks and public buildings will be included, and in amateur photography the field will be developed.

Paragraphs of industrial notes and general items of interest from manufacturers and builders, relating to their business, which is of general importance, are solicited. A list of members of Worcester Board of Trade and their business connections will be published, and also a list of things made in Worcester will be tabulated, all of which will give the outside world a much more definite idea of the importance of Worcester as a manufacturing center.

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Worcester Swedes Mourn their Dead King.

The death of King Oscar of Sweden concerned Worcester as much as any American city. More of his people are here than in any other American city,

a fact brought out on the occasion of the visit of his grandson, Prince Wilhelm, last summer. Since the news of the death of Sweden's King was received in Worcester, representatives of his people met and among the first cablegrams of condolence from this country to Sweden's capital was that from the former subjects of King Oscar who now live in Worcester. With this cablegram of condolence was an order for flowers for the funeral of their former ruler. The visit of Prince Wilhelm probably brought in little closer touch the Swedish people of Worcester with King Oscar's house. The news of his death was received with genuine regret and sorrow in Worcester. A good ruler must have been King Oscar, for in this democratic country little attention is paid to royalty after a few years' residence under democratic government.

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Commercialism Must be Necessary Feature.

Prof. William W. Bird of Worcester Polytechnic Institute says commercialism must be made a necessary feature of technical education to meet the demand of the times. Prof. Bird is a professor of mechanical engineering and director of the Washburn Shops at the Worcester institute and speaks from a practical view of present conditions. He says there is much significance in the reported remark of a fond father that he would rather have his son manager of a college base-ball team than to have him graduate at the head of the class. This is a noticeable criticism of modern education. This paragraph from Prof. Bird sums up his ideas:

"Business demands that the graduate know something with regard to commercial affairs, but the leaders in education condemn commercialism and claim that it should have no part in the curriculum. This latter course is no doubt right for academic work, but not for a professional school.

"However much we may desire to condemn this spirit of commercialism, it is one of the great forces at work in the world and must be considered, sooner or later, by all who have a part in the life of to-day."

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To Study Needs of Business World.

There has been launched in Washington an organization known as the National Council of Commerce, with an initial membership of upward of thirty commercial organizations in the large cities. It is anticipated it will eventually embrace practically all the leading commercial bodies in the country. The initial meeting took place in the office of Secretary of Commerce and Labor Oscar S. Straus. The meeting was attended by delegates of chambers of commerce, boards of trade and other organizations called together by Secretary Straus to promote closer association between his department and the commercial bodies of the United States.

Secretary of State Elihu Root and Secretary Straus addressed the meeting and later the conference was formally organized. Gustaf H. Schwab of New York was made chairman; committees were appointed to perfect organization, and much progress was made in carrying out a plan presented by Mr. Straus. The plan prescribes that the council's functions shall be to keep the department of commerce and labor informed of the needs and desires of the business world as formulated by responsible commercial and industrial organizations, representing manufacture, internal trade and foreign commerce, both export and import, and possibly transportation; and to keep the business community informed regarding the work of the department, its plans, methods and results.

The organization is to consist of two closely connected yet distinct bodies—a national council of commerce and an advisory committee, each to elect its own officers and establish its own rules of procedure. The national council is to have meetings to act on reports of the advisory committee; to act on measures proposed by delegates from the various organizations and to make suggestions to promote commerce.

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Worcester Armory Now Under State Control.

The Worcester Armory has passed from the control of the city to the State. The homes of the military organizations of the Commonwealth in Worcester, Springfield, Brockton, Fall River, Haverhill, Lawrence, Lowell, Lynn and New Bedford will be controlled absolutely by the State, under the law passed by the Legislature of 1907. This provides for the taking over of the armories and making them State property, paying the cities for the cost of their construction and repairs less the amount paid by the State for rental. Mayors of the cities affected by the first armories taken over have been notified from the office of Brig. Gen. James P. Parker, adjutant general, that the State has taken possession and have been requested to have the city treasurer, auditor, or some other qualified representative of the city visit the State House with proper data for adjusting the account with the State auditors. The Legislature will appropriate money for the settling of all armory claims and the cities will have big sums dropped into their treasuries. This will be the most pleasing result of the change in management as far as the cities are concerned. The State will reimburse cities for the money expended on the buildings in which the military companies are quartered.

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Suggestions by Supt. Homer P. Lewis.

Radical suggestions in connection with the Worcester schools were suggested at the last meeting of the School Committee by Homer P. Lewis, superintendent of schools. These are the recommendations: that the age limit of pupils eligible to the primary grades of the public schools of Worcester be raised from five to six years; that the age limit of kindergarten pupils be raised to five years; that the course of instruction now covered in nine years be arranged so that it will be covered in eight years; to grant to some of the older

teachers of the schools a year off with half pay, the year to be used for rest, study or travel, upon request; reduction of the number of pupils in a room. Mr. Lewis submitted a table showing a comparison of salaries paid in Worcester and many of the large cities of the United States to show that Worcester does not pay near the maximum some other cities do, but which shows that Worcester does pay as well as most cities of its size. It is claimed that the change in the age of admission from five to six years is beneficial to the physical and mental development of the child. A majority of teachers believe that if children are not admitted until they are six years old the work of the elementary school can be as well done in eight years as it now is in nine. While the change would probably increase the size of the kindergartens in some measure, it would doubtless lessen materially the expense of the schools as a whole. Mr. Lewis thinks there is no other city in the country as large as Worcester that has a nine-year elementary course of study. Outside New England the elementary course is an eight-year course.

If these suggestions seem radical they are not made until after the questions have been thoroughly considered. Mr. Lewis is regarded one of the most successful school superintendents in the country and his ideas carry unusual weight with them.

Playgrounds for East Side and West Side.

From every section of Worcester comes the cry for a public play-ground. Greendale wants to be as well off on play-grounds as other sections of the city and Stearns Square does not want to be neglected in this respect. In the vicinity of Union Hill the Parks Commissioners report that twenty acres of the Willard F. Pond estate can be secured for $61,000 and the Heywood estate, comprising sixteen acres, can be bought for $27,000. On the west side a site on the east side of Beaver Brook can be had for $31,000, and for $53,000 a play-ground can be made on the west side of the brook. The last discussion that brought Beaver Brook into prominence was concerning the malaria-infested sections of the city. Beaver Brook has been the experimental ground for mosquito extermination, and the city is to make out of this sluggish stream a walled brook, attractive for park purposes and play-ground uses. The suggestion of a play-ground on the Pond farm in the vicinity of Union Hill came immediately after the announcement that the property had been sold to an individual for residence property development.

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Boston Issue Made by Worcester Man.

Boston has been a hotbed of financial unrest since a Worcester newspaper publisher delivered a speech before the Worcester merchants declaring that that city has the worst government and has the greatest debt of any city in the world. The statement was made at that time that the debt amounted to $100,000,000. Attempts were made to deny the statement, but it could not be denied. The speaker knew his facts. It has since been proved that the speaker was right and the recent investigation shows a debt of more than $100,000,000. The agitation that has followed has been beneficial. Mayor John F. Fitzgerald has been defeated for re-election. He is the most conspicuous official in Massachusetts who has been thrown out of his place by his own party. The result of the last election is an indication that men have been aroused to the necessity of honest government, regardless of party. The plain and unvarnished findings and exposures of the finance commission made the awakening.

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Supreme Court Decides on Lunch Carts.

It is wondered if Worcester Board of Aldermen will revive an agitation that was started years ago concerning lunch carts in the public streets. Little notice seems to have been taken hereabouts of the fact that the Massachusetts Supreme Court recently rendered a decision to the effect that a lunch cart has no right in the streets of a city or town, except by special grant of the Legislature.

Festival Forces Under New Leadership.

It is necessary to go back nineteen years to find a record approaching the Worcester Festival of 1907, when $1,700 was written on the profit side of the ledger. To meet an expense account of $12,600 and show a balance of nearly $2,000 on the right side is an undertaking worth talking about. It speaks well for the people of Worcester, who appreciate the efforts of the Musical Association and so liberally give of their patronage. Just where the credit belongs for the remarkable success of the 1907 festival is not easy to place. There have been other festivals and other great artists even greater than the star of the last festival, Schumann-Heink. The festival by no means is a new proposition. Some of Worcester's ablest business men have outlined a policy on which the festival has been carried out, but no such success as the last year has been recorded. In 1889 the profit was a little rising $1,300. There has been a steady growth in festival receipts for three years and the President during that time was Mr. Paul B. Morgan. Undoubtedly to his splendid executive ability as much as to any other single reason belongs the credit for success. New ideas came with his administration, and it must be a source of gratification for him to place upon the books of the association a record balance as he retires from the office. He is succeeded by a young business man, Mr. W. H. Cook, of the festival executive committee. He deserves credit and he deserves the most loyal support of the association for his willingness to take up the work which Mr. Morgan lays down. The record of the fiftieth festival will prove an incentive to Mr. Cook. He starts toward the 100th anniversary full of courage, backed by loyal support.

There Have Been Other No-license Years.

Worcester is now said to be the largest no-license city in the United States. Beginning the first day of next May, 128 saloons and wholesale liquor places will be closed. This will be a new experience for many Worcester people. It was fifteen years ago that Worcester had another no-license year, and back in those days there were several no-license years within a reasonably short time. It is claimed that no-license was certain to come not later than next year, but for reasons known to few the arm that wields the no-license blow was held in abeyance. The majority for no-license—962—illustrates a strong no-license sentiment, temporarily at least. Representatives of the two Worcester breweries do not seem at all surprised. They expected it sometime. There is considerable meaning in the license vote in wards 3, 4 and 5, the strong license wards, where no-license made a net gain of 705 votes. More than two-thirds of the no-license majority came from strong license wards. Much stress is laid on the fact that Mayor Logan has a serious handicap in a no-license vote, as the city is deprived of $160,000 revenue. There have been other no-license years and the city's tax rate has not caused any great fright. The city has not gone bankrupt. The people are behind Mayor Logan.

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Newton Square Fire House Proposition Delayed.

In providing for protection of the people from fire, neighborhood differences and discussions crop out that have much to do with sidetracking a good intention. For two years Newton Square residents have realized the importance of fire protection and have begged the City Council to come to their assistance. Just when the proposition assumes a favorable outlook the location and price of land rises up as a barrier to the project. The location the fire department committee would give favorable consideration the owner objects to. He does not want a fire department house there and makes a price that is prohibitive. This delays until another year the Newton Square fire department proposition. This sets aside the best available location for one that will not meet the approval of experts in the matter.

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Republicans Stood Firm by Their Candidate.

The Republicans of Worcester have demonstrated their willingness to unite and have elected Mr. James Logan, general manager of the United States Envelope Co., mayor. The great vote that came out December 10 in a pouring rain-storm meant something. It meant that Republicans were satisfied with their candidate and were resolved that the Democrats should be made to understand in no uncertain manner that Worcester is a Republican city. With over 1,600 votes Mr. Logan is made Mayor, succeeding Dr. John T. Duggan, who for two years had won over enough Republican votes to place him in City Hall. Dr. Duggan chose to tread on dangerous ground in becoming a candidate for a third term. With a man of splendid business ability and judgment, strong personal following and popular with all classes against him, Mayor Duggan thought the Republican party would desert this candidate and re-elect him; that a good Republican would be turned down to re-elect a good Democrat. It's not Worcester's way.

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Widening of Shrewsbury Street.

The Magazine this month publishes an illustrated article on the development of Shrewsbury Street as a boulevard. The great improvement was first agitated by the Worcester Board of Trade more than ten years ago. Mr. A. M. Stone was president of the Board at the time and the Board of Directors went into the proposition carefully, finally recommending that the work be done, and petitioned the City Council to that effect. The cost of the work at the time would have been more than one-third less than the estimate made upon the work three years ago when the improvement was finally ordered. Former Alderman Edward D. Cunningham of Ward 3 is known as the "father of the Shrewsbury Street boulevard." He has given much of his time to the agitation for the improvement; was a member of the Board of Aldermen when the matter was taken up five years ago and still takes a vital interest in it. He deserves as much credit as any one man in the city for the widening of Shrewsbury Street. The cost has been large. There has been expended on the improvement up to the close of 1907 nearly $198,000. The second section is not yet completed, but when it is the total cost of the two sections will amount to more than $210,000. There are four sections in the plan. The section from Washington Square to East Central Street, which has not yet been decreed, will cost at least $125,000, and the fourth section, from Belmont Street to the lake boulevard, will cost from $25,000 to $35,000. This will make the total cost of the improvement about $450,000. It probably means half a million in round numbers. The tendency of the city is to widen its thoroughfares, and to create a gateway to Worcester means the expenditure of a half million dollars.

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Have Your Catalogue on File.

The Board of Trade has inaugurated a card index and catalogue system which it hopes to make a valuable adjunct to Board of Trade work. As a source of information it is the intention to keep it strictly up-to-date, so that information of any kind pertaining to Worcester may be furnished. It is desired that a complete set of catalogues of Worcester manufacturers be kept on file in the office of the Secretary. Let the Board of Trade be the clearing house of Worcester information. Send the Secretary your catalogue for filing purposes, from which information about your business may be furnished.

The Gateway to Worcester

The widening of Shrewsbury Street is the most important public improvement Worcester has undertaken for a decade. This thoroughfare, the gateway to Worcester from the east, marking the original route of the old turnpike, becomes a boulevard of attractive proportions.

The result represents much work in the past ten years by the citizens and representatives of the government of Worcester. The cost, when completed, will aggregate nearly a half million dollars, more than one half of which is credited to the land damage account. It has been the most important improvement in the administrations of Mayors W. H. Blodget and John T. Duggan and will be an important feature of the administration of Mayor James Logan.

The Worcester Board of Trade took the initiative in the proposition to widen Shrewsbury Street. In 1896, during the administration of President Arthur M. Stone, the widening of Shrewsbury Street was first agitated. At that time the replacing of the causeway by a new bridge was under discussion. Lake Quinsigamond, one of the most attractive sheets of water in New England, was being much talked about by reason of its beauty and its ideal location as a summer resort. The importance of a wide thoroughfare from the lake to the city was considered a matter of necessity at that time. The subject was thoroughly investigated, the sentiment of the people obtained and the proposition to widen Shrewsbury Street was popular. Consideration of the project went through the administration of President Charles G. Reed, and during the administration of President Irving E. Comins, in 1898, a petition was introduced into the Board of Aldermen by Hon. William A. Lytle, who at that time represented Ward 7 in that branch of the City Council, and was a director of the Board of Trade. Hearings were held and a decree was ordered. The estimate of the cost under that decree was $82,000 less than the estimate under the decree upon which the work is now being done. The Board of Aldermen at that time did not see fit to order the improvement.

Alderman Edward D. Cunningham, who represented Ward 3 in the Board of Aldermen in 1902, revived the Shrewsbury Street widening agitation and is known as the father of the present proposition. Before entering the Board of Aldermen he was active in working for the improvement. He took an active part in the legislative proceedings that led up to the actual work, and since his retirement from the Board has followed the progress of the street widening through its various phases. The history of the legislation through the various stages of the widening of the street is here given in chronological order:—

VIEW OF NEW BOULEVARD LOOKING TOWARD CITY.

1902—November 24, Alderman John F. Jandron introduced an order in the Board of Aldermen requesting the Committee on Streets to take all necessary steps to provide for the relocation and widening of Shrewsbury Street from Washington Square to Belmont Street. This order was adopted and approved on November 26. The Committee on Streets reported upon the above order December 29, 1902, that it is inexpedient to act.

1903—January 5, the petition of P. Doyle *et als.* for widening and relocating Shrewsbury Street was received and referred to the Committee on Streets on the part of the Board of Aldermen. January 19, said Committee reported recommending that a hearing be given, and an order was adopted fixing the hearing for

February 9, 1903, on which date the petitioners appeared and were heard by the Board of Aldermen. In compliance with an order of the Board of Aldermen introduced by Alderman Edward D. Cunningham, City Engineer Frederick A. McClure on April 27 submitted an estimate of the cost of widening Shrewsbury Street from Washington Square to Belmont Street to a width of 100 feet, with a car-track space of 28 feet, grassed and curbed with modern pavement, from Washington Square to the easterly side of Lyon Street and macadam paving from that point to Belmont Street. The estimate was as follows:

Property damage,	$209,758
Construction of street,	106,691
Total,	$316,449

May 18, the petition of Thomas J. Lynch *et als.* was received and referred to the Committee on Streets on the part of the Board of Aldermen and on the same date that Committee reported that the petitioners should be given a hearing. Hearing was given on June 1; on June 16 Alderman Cunningham introduced an order that the City Engineer and the City Solicitor be instructed to confer with the officers of the N. Y. C. & H. R. R. R. as to the matter of acquiring land north of Union Station for the purpose of widening Shrewsbury Street. This order was approved June 17 by Mayor Edward F. Fletcher. July 6 Alderman Cunningham introduced an order for the City Engineer to prepare a decree altering, relocating and widening Shrewsbury Street from a point about eighty feet easterly of Brackett Court on the northerly side and from East Worcester Street on the southerly side, to Belmont Street; and Belmont Street from Shrewsbury Street to Lake Avenue in accordance with the petition of Thomas J. Lynch *et als.* and a plan on file in the office of the City Engineer. This order was approved July 16 by Mayor Fletcher; the said decree was adopted by the Board of Aldermen September 28 and approved by the Mayor October 8. November 9 an order was adopted requesting the Committee on Finance to consider and report upon the advisability of negotiating a loan of $280,692 to provide funds for the construction of Shrewsbury and Belmont Streets from its junction with Shrewsbury Street to Lake Avenue. November 27 said Committee reported upon this order that it is inexpedient to act. March 24 Alderman Cunningham has introduced an order for the Mayor to petition the General Court for the passage of an act to authorize the city to alter, relocate, widen and change the grade of Belmont and Shrewsbury Streets over land of the Commonwealth. This order was referred to the Committee on Legislative Matters. On December 28 said Committee reported that it is inexpedient to act.

1904—March 24, the petition of Norman B. Parsons *et als.* was received to alter, relocate and widen Belmont Street between the causeway and Shrewsbury Street to a width of 100 feet. This was referred to the Committee on Streets on the part of the Board of Aldermen. December 29 said Committee reported leave to withdraw.

1905—June 5, the petition of Edward D. Cunningham *et als.* for a relocation and widening of Shrewsbury Street between the easterly line of Adams Street and the easterly line of Belmont Street to a width of

ANDREW FINNERAN HOUSE, 158, BEFORE BEING DIVIDED.

100 feet was received and referred to the Committee on Streets on the part of the Board of Aldermen. June 26 said Committee reported recommending that a hearing be given and said hearing was had. July 24 the petition of Edward D. Cunningham *et als.* to relocate and widen that portion of Shrewsbury Street between Washington Square and the easterly line of East Central Street to a width of 100 feet was referred to the Committee on Streets on the part of the Board of Aldermen. September 18 said Committee reported recommending that a hearing be given, which was had on October 2; July 24 the petition of Edward D. Cunningham *et als.*, to relocate and widen that portion of Shrewsbury Street between East Central Street and Adams Street, was referred to the Committee on Streets on the part of the Board, and on September 18 said Committee recommended a hearing, which was given October 2. Alderman Theodore H. Day introduced an order for the loan of $30,000 to construct Shrewsbury Street, which was referred to the Committee on Finance, which said Committee, reporting favorably the order, was adopted and was approved by Mayor Walter H. Blodget October 18. October 23 Alderman John H. Connelly introduced an order to construct Shrewsbury Street from Belmont Street. This order was approved by Mayor Blodget October 25; September 18 an order was adopted rescinding the decree of September 28, 1903, for the location of Shrewsbury Street and a new decree was adopted and was approved October 14; November 6 an order was adopted empowering the Mayor to enter into agreements with land owners affected for the reference of their claims to whatever

referees, for settlement, that might in his judgment be advisable. This order affected only land owners between Adams and Belmont Streets. December 26 Alderman John J. Power introduced an order authorizing the Mayor to petition the General Court of 1906 for such legislation as will empower the City Council to widen Shrewsbury Street by taking land of the Boston & Albany Railroad. Said order was approved December 27, 1905.

1906—March 5, Edward D. Cunningham *et als*, petitioned for the relocation and widening of Shrewsbury Street from East Central Street to the easterly line of Adams Street to a width of 100 feet. Said petition was referred to the Committee on Streets on the part of the Board of Aldermen, which Committee reported recommending that a hearing be given, which was done April 16; May 14 Alderman Cornelius J. Carmody introduced an order requesting the City Engineer to prepare a decree relocating Shrewsbury Street between Adams and East Central Streets. Said order was approved May 18 by Mayor John T. Duggan; June 25 an order was introduced by Alderman George N. White to construct Shrewsbury Street from Adams Street to East Central Street. This order was referred to the Joint Standing Committee on Streets, which Committee reported July 3 recommending a loan of $126,825 for construction and land damages. The order was adopted July 9; July 9 an order appropriating $53,100 of said loan to the Street Department Construction Account was adopted and was approved July 13 by Mayor Duggan; July 9 an order appropriating $73,725 from the above loan to the land damage account was adopted and was approved by the Mayor July 13; September 24 Alderman White introduced an order empowering the Mayor to enter into an agreement with owners of land between Adams Street and East Central Street, affected by the above orders, for the reference of their claims to whatever referees he might deem advisable.

1907—February 11 an order was adopted empowering the Mayor to petition the General Court for legislation to authorize the trustees of the Worcester Insane Hospital to release without compensation their claims against the city of Worcester for taking land near Belmont Street. A bill giving the trustees said authority was passed by the Legislature and approved by Governor Curtis Guild, Jr., on June 19.

Shrewsbury Street was originally a cart path leading from Pine Street to the floating bridge at the lake. That section of the street between Washington Square and what is now the junction of East Worcester and Shrewsbury Streets was called Pine Street and ended in a swampy marsh in what was known as Pine Meadow. The location of Shrewsbury Street came soon after the construction of the causeway in 1862. With the placing of double tracks in the street and the heavy traffic made necessary by the location of important manufacturing plants along its border, made the widening of the street necessary.

At the time the decree was ordered, nearly three years ago, Shrewsbury Street was 49½ feet wide. The decree provided that it be worked to a width of 100 feet and that the street be of macadam construction. It provided for two 25-foot drives and two 11-foot sidewalks, with four lines of curb, and for an elevated section in the middle of the boulevard seven inches higher than the roadway on a level with the sidewalks.

SHREWSBURY STREET BEFORE WIDENING, NO. 1½

This middle section was decreed to be 28 feet in width; to be provided with double electric railway tracks, poles being placed between the two, and the section to be grassed plots.

The street was decreed in four sections. From Washington Square to East Central Street was the first section; from East Central to Adams Street the second section; from Adams Street to Belmont Street the third section, and from Belmont Street to lake boulevard the fourth section.

The first work was ordered by Mayor Walter H. Blodget, and by agreement the third section, between Belmont Street and Adams Street, was selected as the first section to be constructed. Work commenced on the morning of October 26, 1905. Street Commissioner Walter E. Hassam had charge of the work and the first spadeful of dirt was thrown up at the corner of Belmont and Shrewsbury Streets by Alderman Edward D. Cunningham. A bottle of water was broken over the spot by Edmund Cunningham, the five-year-old son of Alderman Cunningham. After that ceremony seventy-five neighbors on Shrewsbury Street each threw a shovelful of dirt into the cart. The shovel used on this occasion was purchased by Alderman Cunningham and is now owned by him as a souvenir of the beginning of Worcester's most important boulevard, the gateway to the city. Alderman Cunningham had been identified with the improvement since its start, which was during the administration of Mayor A. B. R. Sprague. Mayor Rufus B. Dodge, who succeeded Mayor Sprague, did not favor the Shrewsbury Street boulevard and it became a dead issue through

his three years' of office. It was not revived until 1902, when Hon. Edward F. Fletcher was Mayor. The third section and a portion of the second section (from Adams Street to East Central Street) have been nearly completed.

The decree provided that fifty feet be taken from the north side of the street and in several instances the land extended through an owner's house. To settle

ANDREW FINNERAN'S PRESENT HOUSE.

the land damages a commission composed of James Early, Leander F. Herrick and Jeremiah J. Higgins was appointed by the court to act as referees in the matter of damages. Settlements have been made in nearly every case. Andrew F. Finneran, 158 Shrewsbury Street, caused the city considerable inconvenience in a refusal to accept the award made. The line made by the City Engineer divided his house in two parts. He could not agree with the city on the price of the land to be taken and the city could not agree with him on the price for the property not taken. As a consequence the house was sawed into two parts. Mr. Finneran moved the ell part back onto his own land and here resumed housekeeping. The remaining part of the building was sold to Lorenzo Risso for $180, and the underpinning to the same purchaser for $20. Risso moved the house onto land he owned. Photographs here shown are of the house before it was sawed and of the ell, which was moved away after the sawing took place and into which Finneran moved his family and is now living. This particular house was the original Orphans' Home in Worcester and the adjoining house, owned by Lorenzo Risso, was the original parsonage of St. Anne's Catholic Church, in which lived Rev. John J. Power, who was pastor of St. Anne's Church and afterward Vicar General of the Springfield diocese.

The following table shows the number of feet taken from the individual owners, the estimated award by the City Engineer from the books of the assessors, and the amounts paid by order of the referees, together with the street construction account and the total cost of the boulevard to date.

LAND DAMAGE ACCOUNT.

BELMONT STREET TO ADAMS STREET—2494 FEET.

Name.	Feet.	Estimated Award.	Amount Paid.
Hercule Germain,	*5,318	$1,238 16	$1,767 05
Henry Putnam,	12,625	90 27	3,702 81
Julia O'Brien,	2,525	277 75	826 25
Julia Pratt heirs,	*8,456	2,045 60	2,759 78
Lefie A. Richardson,	*5,036	2,353 96	2,571 08
Matthew E. Crafley,	4,980	348 60	1,021 38
Julia Ryan heirs,	5,415	720 65	1,296 62
B. T. and Lucy F. Northridge,	80	6 40	6 40
Edwin Brown,	5,415	324 90	1,204 62
John A. McRae,	*5,415	1,541 50	3,281 54
Daniels, Cornell Co.,	*16,009	1,080 27	3,877 71
Worcester Insane Hospital,	38,191	1,145 73	Not paid
Total,	109,465	$11,173 93	$22,315 24

ADAMS STREET TO EAST CENTRAL STREET—3475 FEET.

Name.	Feet.	Estimated Award.	Amount Paid.
Madelena Cappuro,	*1,820	$10,365 00	$13,212 69
Walter Henry heirs,	*9,668	2,180 22	5,946 76
Carrie Migleore,	*2,587	1,465 66	3,205 44
Rosaro Barco,	*848	869 60	1,700 00
Michael Dolan,	*2,770	1,554 00	2,200 00
Ellen Finneran,	*2,551	3,459 18	4,000 00
Andrew F. Finneran,	*5,050	1,839 37	Not paid
Worcester Con. St. Rwy. Co.,	2,944	323 84	" "
A. H. Dean heirs,	4,931	295 86	1,406 20
Samuel Kumin,	*4,781	3,830 29	4,631 60
A. M. Eaton heirs,	16,596	578 12	1,043 49
Samuel D. Waite,	14,150	707 51	3,979 75
John Graham heirs,	2,964	148 20	937 35
William Matthews,	*5,977	1,197 70	4,985 86
Warren McFarland heirs,	4,024	321 92	750 00
Mary Doyle,	4,046	3,704 00	5,500 00
T. J. and Barth. Lynch,	*4056	3,608 40	13,000 00
Thomas J. Lynch,	4,981	622 62	Not paid
Mary Donohue,	2,544	330 72	575 00
Mary Coyne,	*2,549	1,531 37	5,420 98
R. H. and Nellie C. Bowler,	2,553	339 89	978 31
D. F. & T. P. Judge,	*5,056	5,707 84	5,707 84
Edmund R. Cummins,	*2,527	2,853 78	2,853 78
Mary Quinn,	*2,525	4,404 00	4,404 00
Jeannie E. Elliott,	*2,525	1,453 50	2,324 46
Oliver M. Dean,	2,525	202 00	892 17
Ellen A. Waite,	2,525	202 00	866 12
Nelson M. Sly,	*4,063	1,206 30	2,573 06
Charles G. Green,	2,482	648 20	1,585 84
J. J. and Mary A. Fleming,	*2,545	779 05	2,160 38
Lorenzo Risso,	*2,808	899 28	5,420 98
Eliza M. Eaton and Cora M. Heywood,	———	———	3,125 07
Total of Section 2,	131,971	$57,629 42	$105,387 13
" " " 3,	109,465	11,173 93	22,315 24
Grand Total,	241,436	$68,803 35	$127,702 37

*Buildings on land.

STREET CONSTRUCTION ACCOUNT.

	Estimated Cost.	Amount Expended.
Belmont Street to Adams Street,	$30,088 00	$33,313 25
Adams Street to East Central Street,	53,100 00	*27,163 13
Total,	$83,188 00	$60,476 38

*Work unfinished.

TOTAL COST OF BOULEVARD TO DATE.

Land damages paid,	$127,702 37
Land damages unpaid, estimated,	8,500 00
Street construction cost,	60,476 38
	$196,678 75

Shrewsbury Street boulevard is laid out under the general law, there being no consequential damages. This made the settlement of claims comparatively an easy matter. It is estimated that to work the first section, which is from Washington Square to a point 100 feet east of Brackett Court, and then crossing Shrewsbury Street to a point almost opposite Cullen Court, including railroad land, will cost nearly $150,000, including the land damages; and to work the fourth section, which takes a 50-foot strip of land from the State, will cost about $25,000. Originally, the trustees of the Worcester Lunatic Hospital were not opposed to taking this land, but on account of the row of trees which may have to be removed, some objection has been raised. A legislative act affecting this work has recently been enacted, which gives the city the right to widen the street, with the consent of the Governor and Council. This affects taking of railroad land and the State Hospital land.

The boulevard makes a decided improvement in the appearance of the east side of Worcester. Reaching from Washington Square, upon which is to face Worcester's new union station, to the most beautiful sheet of water in New England, a distance of two miles, this boulevard will be indeed the ideal gateway to the city, and makes stronger the demand for a steel bridge to span the lake.

Municipal Government by a Board of Directors

A citizen of no mean city was asked by a political neighbor if he intended to vote at a municipal caucus of his party. "I had forgotten about it," he replied. "When does it come?" "It comes to-night," was the answer. In reply to a question about the candidates he was told Mr. A and Mr. B were running for the nomination for Alderman in his ward. "They are both heavyweights," was his comment. "Mr. A is getting fleshy," his neighbor replied, "but seriously, they are both above the average." "God save the average," remarked the discerning citizen.

This attitude toward city government and this estimate of city governors seems to be extending at present. It is forced, say many discerning citizens, upon any one who has the slightest knowledge of, or experience with, the governing bodies of any of the American municipalities. Incompetence and inexperience seem to be the tests of fitness and that city is fortunate which escapes dishonesty in those entrusted with its affairs. The city is a large corporation, they say; why should not its officers be chosen with the same care and possessed of the same ability as the leaders of the huge industrial enterprises of our day? The street car system is managed by men of business ability; the electric lighting is done with the utmost economy; ought not an effort at least be made to supply an equal amount of brains and business experience for the conduct of civic affairs? The city builds and repairs streets, manages the water supply and disposes of the sewage; the city educates the children and maintains the parks. The conduct of the fire department and the direction of the police ought to demand no less talent than that exhibited by the President of the Gas Company or the directors of the telephone.

The inhabitants of the city are the stockholders in this municipal corporation, and it would seem to be the interest of every stockholder that the corporation to which he belongs should be efficiently managed. The most piercing lament of the discerning citizen is that while the inhabitants of a city ought to consider themselves stockholders, and while the officers of a city ought to be chosen on the same basis and with the same qualifications as directors in a private corporation, the reality falls so wofully short of the almost universally recognized ideal. It is because of the *form* of city government, it is suggested: no corporation in the world could begin to carry on its business with two bodies of directors to pass resolutions and a president to veto them; with one body to vote on the finances and the president to spend the money. The municipal executive can not even appoint a minor clerk without the approval of the aldermen. "Complicated, cumbrous and cursed with the curse of divided responsibility" is a mild characterization of the present form of city government by an especially discerning citizen. So plans are proposed, Galveston plans, Des Moines plans, Newport plans, by which the present cumbrous and complicated system is reformed, of which the essence seems to be to provide a board of directors of the municipal corporation. Responsible to all the inhabitants, wise in its decisions, simple in its working, few in number, government by such a commission seems to approach in structure at least the ideal of city government.

There are, however, several radical differences which appear between the structure and functions of a city in the United States and of an industrial corporation, and which must be taken into account in changing the methods of city government.

First, in structure: a private or industrial corporation is a device by which large properties in which a large number of individuals are interested, may be managed as if owned by a single person. The stockholders of the corporation are united solely by a financial bond, and their voice in the ultimate direction

of the corporate affairs depends upon the size of the financial interest in the property of the corporation. The membership in the corporation is wholly voluntary and the membership is severable at the will of the individual proprietor. The property owned by the corporation is arbitrarily divided into shares of a certain value and each share is given a vote in the management of the corporation. The duration of such a corporation is of necessity limited.

Turning to the structure of an American city the order of things presented is wholly distinct. The city is primarily organized with no reference to property whatever. All the residents of a certain area are interested in and affected by the government of the city. Membership in the city is involuntary and depends on place of residence. The uniting bond is territorial and can not be dissolved. Every individual in America is the member of some city or territorial division corresponding to a city. If the city owns property all the inhabitants of the city are joint proprietors of the property, and this right of proprietorship arises solely from the fact of territorial propinquity. Each inhabitant has an equal share and each can have no more than one vote in its management.

But corporation and cities may be defined as well by function as by structure, and here the differences are even more marked. An industrial corporation is organized for the sole purpose of managing large properties and for the carrying on of business. It is the most perfect method yet devised by which legal ownership may be centralized and equitable rights may be scattered. The stockholders are interested in the corporation solely as equitable owners of certain property of which the corporation is the legal owner and the powers and liabilities of the stockholders rest upon and are determined by the fact of their equitable ownership.

The primary function of a city as a unit, however, is to express the general custom as to the conduct of an individual in his relation with his neighbors.

The city government is to express the common sentiments of all the inhabitants, crystallized into custom, relating to methods of human intercourse. The rules which rest upon the common opinion of all the citizens and which must therefore be obeyed by all, in short, the laws of the community, must be declared and enforced by those who are chosen by all the citizens to form the city government. This is the most vital as well as the most important function of city government, and it is wholly outside the management of city property or the carrying on of civic business.

In America the division of government, in which the city, state, and nation share in selecting general custom to compose law, of course restricts considerably the city's law declaring powers and has wholly deprived it of sovereign attributes, but the principle remains correct and many cities could be cited which have possessed governmental powers undiminished, of which perhaps ancient Rome is the most striking. Circumstances alone have shorn the smaller territorial units of their independence, but the fundamental reason for their existence still persists.

The cities still collect all taxes and provide for the enforcement of most of the laws which touch the individual. Most of the city ordinances, which declare law, at present, however, are for the purpose of prescribing rules to be followed by each citizen for the physical well being of all, such as regulations with regard to the use of public ways, ordinances to prevent fires, to check the spread of disease, to regulate the actions of public merchants, and the like.

In the opinion of Mr. J. C. Carter, expressed in a recent book, all law is custom, that is, rests upon the opinion of society as a whole at any given time as to men's conduct in their intercourse with each other, and whether this opinion be entirely correct or not, it hints clearly enough at the dominating function of government whether civic or national.

This underlying distinction of function of course arises from the difference in structure above stated, that is, civic relations arise from *persons* and corporate relations arise from *property*.

From prescribing rules for conduct relating to physical well being of the citizens it is but a step, although more or less radical in some of its results, to the active participation of the community in enterprises designed to promote such welfare, and most American cities have now undertaken, in addition to their generic functions, the management of certain large businesses, and their justification is, not only that the business is concerned with all the inhabitants of the city, but also that the business is of such a character that it can not with due regard for public welfare be performed by a private corporation. This raises still undetermined questions which are generally grouped under the term "municipal ownership" and the syllogism inherent in the subject of this article is based upon this extension of civic functions. The syllogism baldly stated is as follows: corporations manage large businesses, cities manage large businesses, therefore cities=corporations. Members of corporations are stockholders. Members of cities are inhabitants. Corporations=cities, therefore inhabitants=stockholders.

But it would seem that this syllogism is not entirely complete, for there appears to be, as stated above, certain fundamental differences between cities and corporations in addition to the similarity relied upon.

In structure a corporation is a voluntary association based upon ownership of common property, while the city is an involuntary association based upon persons to which the ownership of property is wholly incidental; and in function a corporation is merely for the

management and legal ownership of certain property, while a city is primarily for regulating a certain portion of human conduct as required by the fact of personal residence in a limited area. To which it has added the management of property solely to promote the welfare of all the persons living in this area. It is of course obvious that ability and experience are necessary to carry on a large business whether it is owned by a private corporation or by a city, but it does not seem irrelevant to ask, should the problems of municipal government be worked out wholly on the analogy of corporate management, or should the city officials be chosen on a basis in which the differences in structure and function between a city and a corporation are more clearly distinguished?

That a government by representation of all the governed is wiser than a government by the wisest individual among them, is one of the fundamental principles of the American experiments in democracy, and this principle ought not to be overlooked in the reform of American cities.

H. W. F.

Worcester's New Mayor

His Private Life.

Born in Glasgow, Scotland, May 6, 1852; came to America with parents the same year; came to Worcester in 1853; lived in Cherry Valley; worked in a mill days and studied evenings with a teacher living near by and who took an interest in the boy; by close application to studies maintained equal rank with the regular school pupils; an accident in the Parkhurst woolen mills where he worked, for a time disabled him and caused him to turn his thoughts to other means to gain a livelihood; he acquired the principles of and became proficient in bookkeeping; was married in 1879 and has one son and two daughters; member of Worcester Board of Trade.

HON. JAMES LOGAN.

His Business Life.

He was first employed by S. R. Heywood as a bookkeeper and later for G. N. & J. A. Smith, Cherry Valley; entered Sanford & Co.'s book store in 1873 and remained there five years; from June, 1878, to December, 1882, employed by G. Henry Whitcomb & Co. as bookkeeper and salesman; in 1882 formed partnership with George H. Lowe of Boston as Logan & Lowe Envelope Co.; disposed of business in 1883 and resumed his former connection with the Whitcomb Envelope Co.; in January, 1884, the Logan, Swift & Brigham Envelope Co. was formed, with Mr. Logan as senior member; became general manager of the United States Envelope Co.

Mr. Logan was nominated for Mayor by Worcester Republicans in caucuses Thursday, November 21. He accepted the nomination and the campaign for his election was immediately begun. It was probably the most vigorous municipal campaign that has been prosecuted in Worcester for many years. Mr. Logan had the support of a great majority of the party leaders and the two Republican newspapers. Mayor John T. Duggan, nominated by the Democrats in caucuses Wednesday, November 20, for a third term, had his campaign in charge of a committee of twenty-five, of which Dr. Thomas J. Barrett was chairman. His campaign was conducted with the same dash and round-the-town manner of his opponent. The election, December 10, a day of wind and heavy rain, brought out the largest vote in the history of the city. Mr. Logan was elected by a plurality of 1678 votes, receiving a total of 11,018, the largest ever polled for a Republican candidate in Worcester when there was a contest. The plurality of 1,682 is the largest ever given a Republican candidate in a first-year contest. Arthur B. Brunell, candidate for Alderman-at-large on the Republican ticket, was elected over Edward H. O'Brien, Democrat, by a plurality of 394. The city went no-license by a plurality of 962. The vote for Mayor, Alderman-at-large and license, by wards, is here given:

	Mayor.		Alderman-at-Large.		License.	
Wards.	Logan, R.	Duggan, D.	Brunell, R.	O'Brien, D.	Yes.	No.
1,	1438	664	1247	752	823	1259
2,	1443	759	1263	834	903	1314
3,	610	1375	583	1339	1215	735
4,	467	1540	391	1531	1289	692
5,	426	1540	496	1399	1310	628
6,	1080	971	978	965	948	1132
7,	1287	800	1189	795	841	1223
8,	1408	628	1223	680	735	1272
9,	1316	622	1178	630	793	1135
10,	1543	441	1307	536	765	1194
Totals,	11,018	9340	9855	9461	9622	10,584

Worcester County's Business Year

Mr. O. C. Ansley, representative of Dun's Mercantile Agency, has reviewed Worcester County's financial and business year for the Worcester Magazine.

Worcester, Mass., ranking as the third city in New England in population, shows an exceptionally prosperous year's business both in manufacturing and mercantile trade. Figures showing the volume of business, value of manufactured product, tonnage incoming and outgoing, all indicate an increase over last year, the best in the history of the city, from 10 to 25 per cent. With her 1,000 industries of all kinds Worcester stands out before the manufacturing world as a machine tool making city, and in this line the output has been greater in tonnage than the previous year. The figures of the Bureau of Manufacturers for last year, only recently issued, show that Worcester made a strikingly noticeable gain. The capital invested was $30,743,339; the value of goods manufactured, $66,826,385, and the amount paid out in wages, $14,123,095. The figures for the previous year were: capital invested, $28,193,058; value of goods manufactured, $55,526,781, and amount paid out in wages, $12,499,669. The total value of goods made was an increase of $11,000,000, an increase over the previous year of 20.35 per cent.

In building construction 1907 is a trifle behind 1906, when permit for an office building to cost $1,000,000 was issued and upon which work is now in progress. The building figures for three years are:

Year.	No. of Permits.	Estimated Cost.
1907	1028	$2,985,136
1906	925	3,500,000
1905	739	2,300,000

The building operations for the year have been largely manufacturing, including costly additions to the plant of the American Steel & Wire Co., and for the manufacture of textile machinery.

In machine tool building Worcester devotes a great part of its capital. In this line at the beginning of a year firms were six to nine months behind in orders, but have now caught up and the business has reached its normal condition. The depression which came in November affected many of the tool builders and the last two months of the year have been below the average normal conditions, short hours and less help being a feature. On the year's business, however, the volume will greatly exceed 1906. Several of the lathe and drill makers have been kept busy a good part of the time on foreign orders and there has been some work started in the line of export business on plans suggested by a representative of Dun's agency who came to Worcester last year and the year before with suggestions to manufacturers how to get into the export field. The grinding wheel industry has established a permanent business in Europe and some exporting of carpets has been done to South America and Mexico. In the corset industry the increase in business for the year has been about 15 per cent., and muslin underwear makers have had the most successful year in the local history of that industry. In satinets there has been no movement during the year, the mills being practically idle, but cotton worsteds have kept up and still show fair demand.

The wire industry has had its busiest year, more than 10,000 hands being employed. Business has been excellent in every line except coppers, which, owing to the high price, have been decidedly off. Textile machinery manufacture has been strong until within the last month. In leather belting the value of this year's output is estimated at $6,000,000, which is a greater figure than was ever reached before, and much of the business has been export. There are made on an average of 10,000,000 envelopes a day, three-quarters of this number being by the United States Envelope Co., while more than two and a half million are made by the independent companies. In the adjoining towns the chair industry in Gardner has had a record year, the celluloid and horn comb industries in Leominster have been running full time, and the optical business in Southbridge has experienced its most profitable year, adding materially to its export business.

The railroads report an increase of 15 per cent. in incoming and outgoing tonnage, and the volume of tonnage through Worcester and handled in the local freight yards shows an increase of 25 per cent. over last year. The local transportation traffic on city lines shows an increase of 10 per cent., and on the suburban lines the increase varies from 15 to 25 per cent., showing that Worcester has benefitted materially from outside trade.

The retail trade will show an increase over last year, despite the fact that November and December were behind last year's figures, but the trade of the first eight months will offset the conditions existing during the two holiday months.

The record of failures for the year in Worcester County is:

	Number.	Assets.	Liabilities.
January,	15	$35,265	$102,313
February,	6	21,068	110,700
March,	10	3,562	11,556
April,	17	141,673	298,591
May,	7	10,370	32,554
June,	13	2,830	48,361
July,	6	17,670	28,841
August,	3	9,510	22,250
September,	5	2,000	7,200
October,	5	1,425	10,954
November,	10	68,961	204,651
December,	13	20,290	103,785
Total,	110	$334,984	$981,756

In 1906 the failures numbered 106, with assets at $221,859 and liabilities at $591,000.

Review of Current Events

In reviewing current events the Magazine endeavors to accurately record the principal happenings; to make a brief historical record.

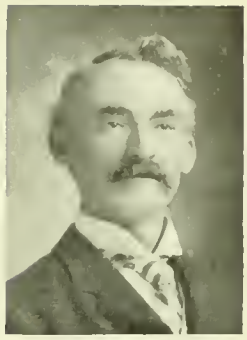
December 2.—Samuel S. VanEtten, Worcester agent of the Boston & Albany division of the New York Central Railroad, transfered to Pittsfield; Charles Firth, formerly agent of the road in Worcester and for a year or more superintendent of the western division of the road with headquarters in Springfield, transferred to Worcester to replace Mr. VanEtten in his former position; Richard VanUmmersen, freight agent of the Boston & Albany division, transferred to Boston as assistant general freight agent of the road, and is succeeded in Worcester by W. A. Barrows.

SVEN E. HANSON.

December 2.—Mr. Sven E. Hanson, twenty-six years a resident of Worcester, was appointed member of the Parks Commission by Mayor John T. Duggan December 2. He has accepted the appointment. He was born in Urddvall, Sweden, September 16, 1855; lived in Sweden during his earlier years; was trained a musician and was connected with the military band in the Swedish army; was commissioned Sergeant at twenty; service in the army continued fourteen years; came to Worcester August 9, 1881, and for nearly two years was associated with his brother, Charles F. Hanson, in the music business; opened a ticket agency in retail store in 1883; married Miss Clara A. Anderson September 4, 1886; was member of Worcester Brass Band twelve years and was treasurer of the organization; is connected with Gethsemane Lutheran Church; Athelstan Lodge, A. F. and A. M.; Worcester Chapter, R. A. M.; Thule Lodge, I. O. O. F., being its first Noble Grand; Idun, Rebekah Lodge, I. O. O. F.; Massasoit Tribe, I. O. R. M.; treasurer of Swedish Cemetery Association.

December 3.—At the annual meeting of Worcester Consodidated Street Railway Company these directors were elected: A. George Bullock, Francis H. Dewey and L. N. Kinnicutt, Worcester; A. D. Foster, J. A. Parker, Boston; F. W. Kendrick, New York; Charles E. Ware, Fitchburg; L. S. Storrs, Brookline, and B. W. Warren, Williamstown and Boston. The directors elected these officers: President, F. H. Dewey; Vice-President, L. S. Storrs; Comptroller and Clerk, J. T. Harmer, Boston; Treasurer, L. S. Candee. Mr. L. S. Storrs of Brookline, Vice-President of the New England Investment and Security Company, the holding company of the Worcester Consolidated Street Railway and other street railways in Massachusetts controlled by the New York, New Haven & Hartford Railroad, was elected Vice-President. L. S. Candee, Boston, Treasurer of the New England Investment & Security Company, and Treasurer of the roads under its control with consolidated offices in Boston, was elected Treasurer. J. T. Harmer, Boston, was elected Comptroller and Clerk, positions held by Mr. Lester. Mr. J. W. Lester retires as Treasurer of the Worcester Company, the office being removed to Boston. By abolishing the office of Chief Clerk to the Treasurer, Charles S. Butler retires from the company. John F. McCabe, purchasing agent, was recently transferred to the Boston office. Mr. F. H. Dewey remains as President of the company and E. G. Connette as general manager.

December 4.—William David Powers, member of Worcester Common Council from Ward 9 at the time, died at his home, 23 Newbury Street, from heart disease, from which he had suffered two years. He was born in Fitchburg, February 2, 1856, son of David and Mary (Scollay) Powers; moved to Millbury in 1858 and lived there fourteen years; graduated from Millbury high school; worked as a paperhanger until two years ago for Clark-Sawyer Co., G. W. Shillaber & Co. and Butlington & Goodell; in 1905 become connected with the Boston Herald circulation department; married Miss Josephine Agnes Kay of Upton in 1883; member of Damascus Lodge, K. of P., and was District Deputy Grand Chancellor; was tenor singer and held positions in several choirs in Worcester and Worcester County churches; a Republican in politics and elected to Common Council in 1904 and re-elected in 1906; leaves widow, father, two brothers and three sisters.



WILLIAM D. POWERS.

December 5.—Frederick S. Pratt elected to succeed John G. Heywood as Managing Director of the Worcester Art Museum. Mr. Pratt has been on the Board of Directors for some time and has been a member of the Committee on the Museum.

WILLIAM H. COOK.

December 5.—The annual meeting of the Worcester County Musical Association brought out a financial statement showing that the fiftieth festival in October was a record affair. The gross profits amounted to $1700. Mr. Paul B. Morgan, for four years President, declined an election. The financial statement is: receipts from festival, $14,330.45; expenses, $12,622.20; profits, $1707.85; interest from savings bank, $30.58; membership dues, $12; additional income from festival of 1906, $52.40 (this is for rent of room and net total, $1520.23). Officers elected: President, William H. Cook; Vice-president, J. Vernon Butler; Secretary, Harry R. Sinclair; Treasurer, George R. Bliss; Librarian, Luther M. Lovell. Mr. Cook, the new President, is Treasurer of the George C. Whitney Company; was born in Grafton in 1857; was educated in the Worcester public schools; is chairman of the music committee of the First Baptist Church; member of the Boston Baptist Social Union, Worcester Commonwealth and Economic Clubs; has served the association for four years on committees for advertising, printing and tickets; his son, Douglas Cook, wrote the music of the Pi Eta play that was presented in Worcester.

In his annual report Mr. Morgan gave this paragraph on finances:

Our Treasurer reports that the festival of 1907 shows an actual gain of $1707.85. The fixed expenses reduce this figure to a net gain for the year of $1520.23. One must go back nineteen years to find a record even approaching this, the festival of 1889 showing a gain of $1358.81, about $350 less than the gain of this year. We have no record of festival receipts which equals that of this year. In 1899 the receipts rose to $13,987.78, but this figure, hitherto unsurpassed, is $342 less than the amount received this year.

December 6.—Worcester County Sons of Brown had their annual meeting in Worcester. The guests of honor were President W. H. P. Faunce, president of Brown University, and Professor Courtney Langdon, of Brown Faculty. Election of officers resulted: President, George A. Gaskill, '98; Vice-president, H. F. Gould, '92; Secretary and Treasurer, John A. Clough, '99; Executive Committee, Rev. Charles B. Elder, '77; Charles L. Nichols, '72; Ray W. Greene, '83; Winifred H. Whiting, '02, and H. H. Rockwell, '96.

December 8.—Mrs. Louisa M. Taft, mother of Secretary of War William H. Taft, died at her home in Millbury. She was born in Boston, September 11, 1827, daughter of Samuel Daven-

port Torry and Susan Holman Waters; went to live in Millbury when a child; became the second wife of Judge Alphonse Taft of Cincinnati, December 26, 1853; removed to Cincinnati, where she lived until the death of her husband May 21, 1891; remainder of her life passed in Millbury. Her husband was judge of the Superior Court in Cincinnati, Secretary of War under General Grant and candidate for nomination for Governor of Ohio in 1877 and 1879. A remarkable coincidence is that her son, William H. Taft, succeeded his father to the bench in Cincinnati, became Secretary of War under President Roosevelt, and is now talked of as candidate for President. In political life he has followed the footsteps of his father.

December 9.—At a meeting of the City Missionary Society Rev. John H. Matthews, associate pastor of Old South Church, accepted the position of superintendent of the City Missionary Society to succeed Rev. Dr. Eldridge Mix. He began his work January 1.

December 9.—Directors of Worcester Free Public Library passed a vote of thanks to Mr. J. Pierpont Morgan for a gift of three art volumes of his magnificent collection. They are valued at more than $2000. The gift is part of a collection Mr. Morgan has been making for several months in Europe, and for which he has expended hundreds of thousands of dollars. The three volumes are bound in morocco, with gold trimmings.

December 13. Mr. Walter Perley Hall of Fitchburg, formerly Assistant District Attorney for Worcester County and later Assistant Attorney General, has been appointed Railroad Commissioner by Governor Curtis Guild. He is to fill the vacancy caused by the resignation from the board of Mr. James F. Jackson, chairman. Mr. Hall was born in Manchester, N. H., March 9, 1867; educated in the public schools of Worcester; graduated from Worcester High School, Brown University, and Harvard Law School, 1891; read law in Judge F. A. Gaskill's office; first practiced law in Clinton; was Town Solicitor of Clinton; moved to Fitchburg in 1893; was City Solicitor of Fitchburg five years, from 1900; appointed Assistant Attorney General by Attorney General Dana Malone in 1906; is to be chairman of the Railroad Commission.

December 13.—The annual banquet of Worcester Commercial Travelers' Association was in Horticultural Hall. The toastmaster was Col. Samuel E. Winslow and speakers were Mayor John T. Duggan, Mayor-elect James Logan, Frank Dressey, Concord, N. H., secretary of the White Mountain Travelers' Association; Charles W. Rannenberg, president of the Springfield Association of Commercial Travelers; Rev. Dr. Willard Scott, pastor of Piedmont Congregational Church; Julian W. Curtiss, of New York, secretary of the A. G. Spalding & Bros. Company, and Rev. Dr. Almon Gunnison, formerly of Worcester, now President of St. Lawrence University, New York State. At the business meeting James B. Nugent succeeded Harry W. Marsh as President.

December 14.—Word was received that Mr. J. O. E. Trotz, one of Worcester's representative Swedish citizens, was honored by King Oscar of Sweden, a short time before his death, by being appointed knight of the first class in the order af Vasa. This appointment was made by the King on his namesday. The same degree was also conferred on Vice-consul Birger G. A. Rosentwist of Boston, who is well known among the Swedish people of Worcester. Mr. Trotz was chairman of the committee of 100 which arranged the reception last summer of Prince Wilhelm, grandson of King Oscar and son of the present King. The appointment was probably made on recommendation of Prince Wilhelm. Mr. Trotz has a world-wide reputation as a metallurgist.

December 14.—The express train from New York over the Boston & Albany Railroad, due in Worcester at 2.12 o'clock, collided with six coal cars between Webster Street crossing and Sutton Lane crossing, South Worcester. The locomotive overturned and the boiler exploded. Engineer Walter N. Walling of Auburndale and Fireman Normon G. Henry of Dorchester were badly burned by escaping steam. Of the eight cars of passengers twenty-seven were more or less injured, but none severely.

December 15.—A banquet was given in honor of Dr. Felix D. Fontaine which marked the seventy-fifth anniversary of his birth and his retirement from active practice of medicine after fifty years. The toastmaster was Dr. Louis L. Auger and a dozen or more toasts were on the list responded to by friends of Dr. Fontaine from various New England cities and towns. Dr. Fontaine was born in Province of Quebec, graduated from Montreal Medical College in 1857; came to Worcester in 1877, where he has practiced up to the present time.

December 16.—In honor of the start from Hampton Roads of the fleet of ten war ships in command of Rear Admiral R. B. Evans, for a cruise to the Pacific, flags on the Common, City Hall and public schools were flying. In the schools teachers called the attention of the pupils to the fact of the fleet's movements and the significance of them.

Photo by L. Alman & Co.
REV. SHEPPARD KNAPP.

December 17.—Rev. Sheppard Knapp, associate pastor of the Brick Presbyterian Church, New York City, accepted a call to become pastor of Central Congregational Church to succeed Rev. Dr. Albert W. Hitchcock, who died several months ago. He was born in New York City thirty-four years ago; graduated from Columbia University, class of 1894; graduated from Yale Theological University in 1897; ordained as Congregational minister and first preached as pastor in First Congregational Church of Southington, Conn.; remained there three years and then went to Brick Presbyterian Church, New York, assistant to Rev. Henry Van Dyke; is unmarried.

PROF. GEORGE E. GARDNER

December 17.—Professor George E. Gardner, of Boston University Law School, died at his home, 10 Schussler Road; he was born in East Brookfield in 1864; came to Worcester when a boy; received his education in Worcester public schools and graduated from the Classical High School in 1881; graduated from Amherst College in 1885; taught school in Gouverneur, N. Y.; studied law in Elgin, Ill., and was admitted to practice in the fall of 1887. The following ten years he taught in the Classical High School; was a teacher of law in the University of Illinois one year; was Dean of the Law School of the University of Maine four years; was elected professor of law in Boston University Law School in 1902, a position he held at the time of his death. In politics he was a Democrat. He leaves three children.

December 18.—William L. Robinson, clerk of the Worcester Police Department, died suddenly at his desk in the Waldo Street station; was born in Barre, Vt., July 8, 1839; his parents moved to Concord when he was a child, where he attended the public schools; was a silversmith and silver plater as a young man; served in the Civil War in the First New Hampshire Regiment and as a gunner in the navy; came to Worcester in 1858 and was in business for several years as a nickel and silver plater; entered the Police Department in 1885; in 1898 was made clerk to the chief of police; past commander of George H. Ward Post, G. A. R.; past chancellor of Damascus Lodge, K. of P.; member of Montacute Lodge of Masons; leaves a wife and six children.

December 18.—Arthur P. Trombley elected junior second lieutenant of B Battery, 1st Battalion, Field Artillery, M. V. M.

December 19.—Second annual exhibition Worcester Poultry Association opens in Mechanics Hall, continuing three days. Annual banquet of Worcester Life Underwriters' Association at State Mutual restaurant, with Judge William T. Forbes, Worcester, and F. E. McMullen, Rochester, N. Y., of the National Association, as speakers.

December 21.—Twenty-second meeting of Worcester Dartmouth Lunch Club at State Mutual restaurant, with former Congressman Samuel L. Powers, Newton; Horace D. Pender, secretary of the Boston Dartmouth Club, and C. L. Carpenter, a Dartmouth alumnus, as speakers. Mrs. Ida Louise G. Gibbs lectures before Col. Timothy Bigelow Chapter, D. A. R., at the home of Mrs. F. H. Daniels, Salisbury Street, on "The Genesis of the American Flag." Meeting of Worcester County Beekeepers' Association in Horticultural Hall, with Frank Benton, F. H. Drake and Burton N. Gates as speakers.

December 22.—Worcester Swedish-speaking people hold memorial services in honor of the memory of King Oscar II, of Sweden, in First Baptist Church, with Rev. John A. Eckstrom as principal speaker.

December 24.—George H. Cutting, senior member of the George H. Cutting & Co., died at his home, 67 Cedar Street, aged 70 years. M. and Mrs. Henry S. Pratt observed 50th wedding anniversary at their home on Burncoat Street.

Christmas celebration held in 29 Protestant churches for Sunday school children, with estimated number of gifts given as 5000.

December 25.—Jacob Kriesveld, 14-year-old Worcester boy, receives Christmas gift of $10 bill and letter from President Roosevelt for specially designed calendar given the President by him. George Darby, of Putnam, Conn., died suddenly on Worcester and Webster car while on his way home.

December 26.—Mr. and Mrs. William Marsden observed 50th wedding anniversary at their home on Clegg Street.

December 27.—Walter S. Doane, 548 Pleasant Street, nominated as Republican candidate for Councilman from Ward 9 to succeed William D. Powers, deceased.

December 28.—District Attorney George S. Taft reappointed Ernest I. Morgan Assistant District Attorney.

December 29.—Rev. Eugene B. Hughes preached his farewell sermon at Church of the Covenant and accepts call as pastor of Baptist Church in Warwick, N. Y. Rev. John H. Matthews retires from Old South Church as associate pastor to become superintendent of City Missionary Society. Miss Flora M. Teel, of Brooklyn, engaged as clerk to Rev. Dr. Edward Payson Drew, pastor of Old South Church, and will take up several duties laid down by Rev. John H. Matthews.

December 30.—Mr. Frank L. Dean, Worcester lawyer, appointed private secretary to Gov. Curtis Guild, Jr., to succeed Mr. Charles S. Groves. Very Rev. John T. Creagh, professor of canon law in the Catholic University of Washington, delivers address on "Catholicity" before Alhambra Council, K. of C., in Horticultural Hall. Worcester City Council holds last session of year. Alethcia Alumnæ defeat Alethcia basketball team of High School, 14 to 6, in most important game of the year. Mrs. Susan A. Wheeler, for a half century connected with the American Board of Foreign Missions work, and one of the founders of the Woman's Foreign Missionary Society, observed 80th birthday at home on Oread Street. Williams Alumni of Worcester County has sixth annual meeting and banquet at Worcester Club, with Prof. John E. Russell of Williams College faculty as principal speaker.

December 31.—Mayor John T. Duggan, members of Worcester Board of Aldermen and guests have annual dinner at Sterling Inn. Justin W. Lester, treasurer and clerk of Worcester Consolidated Street Railway Co., retires from road. Worcester Oratorio Society sings Handel's "Messiah" before large attendance in Mechanics Hall. Secretary of War William H. Taft visits Worcester on way to Millbury to visit mother's sister.

Board of Trade Necrology

During the year just closed the Board of Trade lost from its rolls by death twelve members. From various walks of life they were taken: manufacturer, merchant, builder, teacher, statesman, editor and lawyer. Brief sketches and portraits are here given:

Waldo E. Sessions, born in Heath, Mass., Feb. 12, 1843; son of George Sessions; came to Worcester in 1848; educated in Worcester public schools and Eaton's Business College; went into business with his father, who was first undertaker in Worcester; associated with his brother, Frank E. Sessions, in manufacture of caskets and undertakers' supplies; succeeded his father in undertaker firm, the name being George Sessions & Sons; commissioner of Hope Cemetery and for many years board manager; prominent in Masonry; belonged to a majority of the social organizations in Worcester; died Jan. 31, 1907; left widow and three children.

Edward I. Comins, born in Charlton, November 16, 1833; attended Leicester Academy when 17 years old; taught school in Massachusetts, Vermont and New Hampshire; was graduated from Bridgewater Normal School in 1860; principal of Quincy grammar school in 1862; came to Worcester in 1864; principal of Thomas Street, Belmont Street and Woodland Street schools; retired from teaching in 1883 and engaged in woolen manufacturing at Rochdale; member of Common Council four years, President three years; member of School Committee nine years; member of Legislature in 1893; director of Free Public Library, and trustee Dean Academy at Franklin; died Feburary 10, 1907; left widow and two children.

James Draper, born in Worcester in 1842, son of William Draper; educated in the public schools; a market gardener when a young man; began the manufacture of cement drain and sewer pipes in 1874, and later manufactured artificial stone vases; 20 years member of Worcester Parks Commission, and as member of this commission developed playground idea in public parks; first President Massachusetts Fruit Growers' Association; 30 years active member Worcester County Horticultural and Worcester Agricultural societies; trustee Massachusetts Agricultural College 23 years; member of New England Association of Parks Superintendents, the Municipal Park and Outdoor Association, and the Massachusetts Forestry Association; member of various Worcester organizations and societies; died March 13, 1907; left widow and six children.

E. C. A. Becker, born in Peoria, Ill., April 30, 1855; graduated from Bryant-Stratton Business College in Peoria; later identified with business college work in Peoria, Rockford, Freeport and Elgin, Ill.; came to Worcester in 1883; established Becker's Business College in 1888; identified with several Worcester clubs; prominent as sportsman; member of Plymouth Congregational Church and Y. M. C. A.; died March 15, 1907; left widow and five children.

Hon. Joseph H. Walker, born in Boston, December 21, 1829, came to Worcester in 1843; member of firm of Joseph Walker & Co. in 1850; President of Common Council in 1860; in Massachusetts Legislature in 1879, 1880, 1887; elected to 51st Congress from 10th District in 1888; served in Congress until 1900; President of Trustees of Worcester Academy 24 years; trustee of Newton Theological Seminary 32 years; trustee of Brown University 27 years; first President of Worcester Board of Trade, elected in 1891; first President of Worcester Economic Club in 1903; trustee of American Institute of Civics since 1890; member of American Academy of Political and Social Science 15 years; veteran sportsman, fox hunter and owner of Jersey cattle; died April 3, 1907; left widow and four children.

Horace O. Hudson, born in Lynn, in September, 1831; came to Worcester when a young man; was employed for many years by Graton & Knight Manufacturing Co.; afterward bought out business of Peter Goulding, beltmaker, and changed firm name to H. O. Hudson & Co.; was associated in business with Henry W. Mason; afterward owned entire business and changed name to Hudson Belting Co.; died May 10, 1907; left widow and two children.

Horace Hobbs, born in Sterling, September, 1832, son of Maj. Gen. George Hobbs; came to Worcester in 1839; was civil engineer and surveyor; emigrated to Kansas in 1854, taking part in anti-slavery movement; in cavalry company in Lawrence, Kansas, for some time; served as captain of Co. H, 51st Massachusetts Regiment, through Civil War; made examiner of titles in Worcester county registry of deeds in 1876; was Vice-president 51st Massachusetts Regiment Association; member of Post 10, G. A. R.; died May 10, 1907; left widow and two children.

Edward D. Thayer, born in Worcester, June 24, 1856, son of Edward Davis Thayer; graduated from Harvard College 1876 with highest honors; member of Harvard boat crew in 1876; went in mill business; became leading woolen manufacturer in Worcester; operated Ashworth & Jones' Mill, Cherry Valley; Worcester Woolen Mill and Merchant's Mill in East Dedham; partner in Crompton & Thayer Loom Co.; director and trustee of several Worcester banking institutions; member of Worcester and Tatnuck country clubs, Quinsigamond Boat Club, Eastern Yacht Club of Marblehead, and Brookline Country Club; owned country place in Newton; had summer home of 300 acres in Paxton; city residence was Jonas Clark place on Elm Street; died July 17, 1907; left widow and one son.

Horace M. Waite, born in Wrentham, October 19, 1840; lived in Palmer during boyhood days; served in navy during Civil War; came to Worcester in 1863; was clerk in hardware store of Calvin Foster & Co., hardware dealers; formed partnership with John H. Buffington in 1872 and carried on hardware business in Franklin Square as Buffington & Waite; started hardware business on Front Street in 1880; was oldest hardware dealer in Worcester; died July 18, 1907.

Eugene M. Moriarty, born in Castlemaine, County Kerry, Ireland, April 9, 1849; came to Worcester at the age of 17; employed by Boston & Albany Railroad; elected to Common Council in 1873; elected member of School Committee from Ward 3 in 1878; served 19 years; clerk in Massachusetts insurance department office in 1884; deputy collector of internal revenue in 1885; elected to Legislature as Democrat from Ward 3 in 1889, serving until 1897; Worcester correspondent of Boston Globe many years; became editor and part owner of Worcester Post in 1897; prominent in Democratic state politics; died August 27, 1907; left a widow.

John E. Day, born in South Killingly, Ct., March 26, 1851; prepared for college at Phillips-Andover; graduated from Amherst College in 1871; principal of Westboro high school 1871 to 1874; superintendent of Westboro schools in 1875; studied law with Senator George F. Hoar; graduated from Boston University Law School in 1876; became authority on real estate law and values; owned Day Building on Main and Walnut Streets and buildings north of Day block, known as Flagg block, Higgins block and Spy building; business property owned by him estimated at $725,000; purchased Brinley Hall block for State Mutual Life Insurance Company; member of several clubs and societies; died November 12, 1907; left widow and five children.

George H. Cutting, born in Lyme, N. H., August 17, 1837; parents removed to Newport, Vt., when he was a child; first work done in Derby, Vt., where he learned the carpenter trade; worked in St. Johnsbury, Vt., and Troy, Vt.; came to Worcester in 1863; worked for Russ & Eddy; returned to Troy, Vt., in 1865, where he manufactured sleighs; was superintendent for William S. White, builder, in Hartford, 9 years; returned to Worcester in 1878; entered into partnership with J. W. Bishop as builder; firm Cutting & Bishop was dissolved in 1893; firm of Cutting, Bardwell & Co. was organized; Everett J. Bardwell retired from firm in 1900; firm re-organized as G. H. Cutting & Co., with George H. Cutting, George B. Cutting, Burton C. Fiske and William W. Carter as partners; has done large building operations in New England and in the South; died December 24, 1907. Mr. Cutting leaves widow and one son.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers

President, George F. Booth. *Vice-President*, George F. Brooks.
Secretary, Herbert M. Sawyer. *Treasurer*, Samuel D. Spurr.

Directors.

William A. Lytle,	Wm. H. Coughlin,	Geo. T. Dewey,
Reginald Washburn,	George F. Booth,	Irving E. Comins,
J. Russel Marble,	Thomas T. Booth,	George F. Brooks,
F. S. Blanchard,	William Forsberg,	Clarence W. Hobbs,
Winthrop Hammond,	John W. Higgins,	Charles T. Tatman,
Edward J. Cross,	Victor E. Edwards,	Arthur O. Young,
John J. Power,	Dr. Thomas Howell.	

Clerk of the Corporation, William H. Sanford. *Auditor*, H. Ward Bates.

Chairmen of Committees.

Advisory—Rufus B. Fowler. Membership—Louis H. Buckley. Ways and Means—George T. Dewey. Manufactures—Clarence W. Hobbs. Meetings and Receptions—William A. Lytle. Mercantile Affairs—Winthrop Hammond. Transportation and Railroads—J. Russel Marble. New Enterprises—George F. Brooks. Municipal Affairs—Charles T. Tatman. Taxation and Insurance—John J. Power. Foreign Trade—Victor E. Edwards. Statistics and Information—F. S. Blanchard. Arbitration—Edward J. Cross. Legislation—George T. Dewey. Publication—Rufus B. Fowler. Education—J. Russel Marble.

Board of Trade and Industrial Notes

A meeting of directors of Worcester Board of Trade took place Thursday evening, Jan. 9th, at the rooms, 11 Foster Street, at 8 o'clock.

In making up his appointments Speaker Joseph G. Cannon appointed Congressman Charles G. Washburn member of the Committee on Expenditures in the Department of Agriculture, Insular Affairs and Patents.

The second smoke talk in the Board of Trade series will be given on the night of Thursday, Jan. 23. The speakers will be Mr. W. D. Lucy, president of the Worcester Trust Co., and Alfred L. Aiken, treasurer of Worcester County Institution for Savings, on "Banking." A buffet lunch will be served.

A current issue of the Trenton Tradesman and Manufacturer, issued by the Chamber of Commerce and Merchants' Association of Trenton, N. J., has been received, and it is indeed a bright and breezy publication. It is overflowing with a "hoop-her-up-for-Trenton" spirit that should produce most favorable results for that enterprising centre.

Mr. Louis H. Buckley, superintendent of the Worcester plants of the United States Envelope Company, has been promoted to the position of assistant general manager of the Company, with offices associated with General Manager James Logan in the Grove Street factory.

Mr. Buckley has been associated with the management of the business for many years, and now that Mr. Logan has been elected mayor of Worcester, the appointment of an assistant general manager is thought necessary.

Mr. Edward M. Woodward, of the Woodward & Powell Planer Co., has purchased from A. M. Powell his interest in the business.

J. W. Bishop Co., 109 Foster St., has been awarded the contract to build a factory at Darlington, R. I., for the Royal Weaving Co. It will be of brick, mill construction, four stories high, with a tar and gravel roof.

The Wright Wire Co. has not felt the effects of the recent depression as much as other concerns. They are running on poultry netting, being exceptionally busy in this line and their spring orders are exceptionally large.

Clinton Alvord, of the Worcester Loom Co., manufacturer of looms for carpets and rugs, reports that in the three weeks ending Dec. 14th he received orders for work which will amount to more than any single month's output last year.

The Rawson Light & Power Co., Leicester, which has furnished electricity for commercial and street lighting in Leicester for fourteen years, has passed into the hands of the Worcester Electric Light Co. The power will be furnished direct from the Worcester Electric Light Co.

Albert G. Mason, son of the late J. Fred Mason, of Worcester, has been elected treasurer of the Whitman Mill of New Bedford, which has a capital of $1,500,000. He succeeds William C. Tabel, deceased. Mr. Mason was formerly with Kidder, Peabody & Co. of Boston, and Fiske & Robinson of Worcester.

William E. Wilder, employed by the Morgan Construction Co., inventor of the widely known Wilder Snow Plow, which is of the radial type, has had one completed at the works of the T. H. Buckley Car Manufacturing Co. on Grafton Street, and it has been shipped to Sydney, C. B. Here it will be given the most severe test that can be submitted for snow plow work, as there are obstructing snow storms the large part of the winter season. The Cape Breton Electric Road covers twenty-five miles, and is of some thirty electric properties controlled in whole or in part by Boston capital. A similar plow, the invention of Mr. Wilder, has been used on the Worcester Consolidated Street Railway with considerable success.

OLD WELL CURB AT GREEN HILL PARK.

The Wire Goods Company, manufacturer of wire hardware, has issued a new catalogue, No. 6, which is notable for the great thoroughness in which it goes into a line of goods of very great diversity, both in the articles themselves and in their numerous sizes. The trade motto of the company is "Everything in Wire," and its Q Crown trade-mark is attached to over 4400 different articles, which are included in the catalogue. The catalogue is a large one, embracing 240 octavo pages. It is very copiously illustrated, most of the illustrations showing the goods full size. The company's intention in preparing the catalogue was to furnish the trade with a book of ready reference to cover every requirement in the purchase and sale of wire hardware, and the success of the effort is apparent.

The subdivisions are wire hardware, consisting of the heavier lines, kitchen wire hardware and wire specialties. Each has its section of the volume, and each in turn has its own series of subdivisions for quick reference, designated by page number.

The company will also issue Catalogue No. 6, in reduced form, 6 by 4 inches. This size will be especially adapted for the export trade.

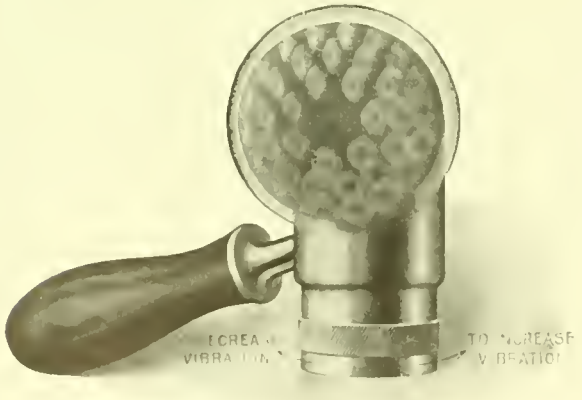
Gus Sunderland, of Auburn, employed by the Morgan Construction Company, has invented a self-acting pump. He is desirous of interesting a small amount of capital in it.

A new shipping map of Worcester, showing the points which can be reached, appear on the back page of the cover of the Magazine. It was designed by the Standard Paper Company for use in printing to show Worcester as a railroad center.

The A. S. Lowell Company, the largest wholesale millinery house in Massachusetts, has leased the store at the corner of Main and Foster Streets and will occupy it March 1. His store at the corner of Foster and Forwich Streets, in the Lowell block, is for rent.

The new plant of the Logan, Swift & Brigham Company, branch of the United States Envelope Company on Grove Street, is the largest building in the world devoted to the manufacture of envelopes. The present building, when connected with the new plant, will contain 225,000 square feet of space divided upon four floors, and the offices of the company will be located in the new building. The next largest building for the exclusive manufacture of envelopes is another owned by the same company and is in Waukegan, Ill. This is a new plant with modern equipment and contains 120,000 square feet. The Worcester building will be ready for occupancy about March 1st, and all the new machinery to be installed will be built by the company in the present building. The foundation for this structure was laid last August and the contract for the building was awarded the J. W. Bishop Co., the architect being John P. Kingston. A separate building provides for a new power plant, Stewart boilers being installed in this building, and the engine is a Wisconsin Corliss type engine with electrical drives. The company will install its own electric plant for power and light. The accompanying illustration shows the building complete, which is one of the largest in Worcester.

The Coates Clipper Manufacturing Co. of Worcester, which for the past 30 years have manufactured the celebrated Coates clippers, are now manufacturing in connection with their business a vibratory massage machine. Mr. Coates, the inventor of this machine, has given very close attention to every detail of its construction. The vibration head used on this machine is the most novel piece of mechanism known. The main driving spindle is ball bearing and will take the most severe thrust without any evidence of an overload on the motor. The handle grip is insulated from the machine proper by a patented device which destroys any vibration in the handle. The whole head is made of tool steel and all parts are interchangeable. The handle may be moved in any position to accommodate itself to the position of the operator. The whole head is most beautifully gotten up and is fully nickel-plated.



The applicator on a Coates head has a latitudinal as well as a longitudinal motion and it also has an up-and-down motion.

The accompanying cut is a very resemblant picture of the head, making 30,000 vibrations to the minute.

The vibration of the applicator is readily observed by the apparent shadow around the rubber. The circle that each prong describes is very noticeable. A motion is obtained that is peculiar to the Coates machine. Each head is furnished with a knurled sleeve. Turn it one way cuts the vibrations to nothing. Reverse, increase the throw up to a one-fourth inch throw.

There are a number of these machines in service in the various barber shops in Worcester and in other large cities where they are giving perfect satisfaction.

CHARLES H. BOSWORTH.

Has new Business Agent.

In changing the style and general appearance of the Worcester Magazine the Committee on Publication has taken an important step. The Magazine long since passed the experimental stage. It has been a medium of advertising Worcester's advantages, industries and general business conditions over the world, and many kind words have been said for it. The new magazine will be illustrated. The current number gives a fair idea of what it purposes to do. It is published by the Worcester Board of Trade to advertise Worcester. The editoral work on the Magazine will continue to be in charge of the Secretary of the Board of Trade, under the direction and co-operation of the Publication Committee. The business branch of the publication, which has to do with the advertising, will be in charge of Mr. Charles H. Bosworth, who has devoted many years in the line of commercial publications. He has passed his life in manufacturing centers and knows the value of manufacturers keeping in close touch with a board of trade publication. He will co-operate with the Worcester Board of Trade in making the Worcester Magazine the most attractive commercial publication in the country, and needs the co-operation of the manufacturers, merchants, bankers and public-spirited citizens who want a greater Worcester.

Foreign Trade Opportunities

Inquiries of any information concerning the following heading will be answered by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C. In replying for addresses refer to file number.

No. 1672. Shaftings, bearings, etc.—A United States consul in Europe writes of a firm there which desires to correspond with American iron and steel firms with a view to importing into the country in question various kinds of shaftings, drop-hanger frames, wall-bracket bearings, pedestal bearings, and cast-iron split-belt pulleys.

No. 1688. Metal goods.—An American consular officer in a European city furnishes a list of dealers in all kinds of metal goods, such as sheet iron, tubes, bolts, rivets, implements, shelf hardware, axles, ship's hardware, and all classes of iron and steel, etc.

No. 1712. Farm implements, machines, furnishings, literature, etc.—An inquirer from Europe would like to obtain the names of American manufacturers of the following goods: plows, seeders, potato diggers, farm wagons for different purposes, fruit evaporators, carpenter's and blacksmith's tools.

No. 1720. Picture cord and picture hooks.—An American consul in one of the Mediterranean countries wants picture wire, woolen cord with a wire center, and picture hooks, such as are sold in the United States; requests that manufacturers of such articles send him samples for distribution, as he believes there is a good trade there in this line.

No. 1725. Boiler-tube cleaners.—One of the American consular officers stationed at one of the largest ports of a certain European country reports that he has every reason to believe that such a device as a boiler-tube cleaner would be welcomed at that port.

No. 1727. Hydraulic and steam cranes.—The Chamber de Commerce, Bordeaux, France, invites bids for the supply of seven hydraulic and five steam cranes, estimated to cost about $110,000.

No. 1728. Representation in Turkey.—Mr. John G. Yphantidis, Trebizond, Turkey in Asia, writes that he would like to represent American manufacturers in Turkey.

No. 1739. Agricultural implements and machinery.—A business man in the United States writes that he has inquiries from a recently opened district in Africa, and he desires to correspond with American manufacturers of agricultural implements and machinery who desire to export their goods.

No. 1740. Shoes.—An American consul in Europe writes that a merchant in the city in which he is located desires to receive samples and price lists of American shoes for both men and women.

No. 1742. Sugar-making machinery.—An American consular officer in India reports that a native manufacturer of sugar requests information in regard to sugar-making machinery. He desires a hand-power self-balancing centrifugal machine for making brown sugar from molasses.

No. 1769. Small corn crushers and grinding mills.—An American consular officer in Asia reports that if samples, not catalogues alone, of small corn crushers and grinding mills were placed on exhibition in that territory, they should soon command ready sales.

No. 1773. Corn huskers and shellers.—An American consular officer in the far East reports that it should be possible to create a market in that territory for a medium-priced corn-husking and shelling machine. Further particulars may be obtained from the Bureau of Manufactures.

No. 1776. Catalogues for consulate.—Consul Gebhard Willrich, of St. John, New Brunswick, reports that he has a completely equipped commercial catalogue and sample room, where all advertising matter of American merchants and manufacturers is kept on file and exhibited under proper classification, for the use and information of local dealers interested in American products. In order to make this as complete as possible he would like to receive catalogues from all American concerns desirous of extending their trade in that locality.

No. 1786. Wire fencing.—An American consul in South America reports that he has received several inquiries in regard to wire fencing and that considerable wire fencing could be disposed of in that territory if it were properly introduced. He forwards the name of a merchant who is interested in this line of goods and who desires to receive catalogues, price lists, etc. These should be printed in Spanish if possible.

No. 1799. American goods.—The Bureau of Manufactures is in receipt of a letter from a firm in Germany stating that it is about to open sample rooms for the purpose of exhibiting American goods. It desires the names of American manufacturers and exporters who wish to enter into negotiations to secure a representative in that territory, both for raw products and goods partly manufactured.

No. 1802. Panama Canal supplies.—Bids will be received until January 20, 1908, by the Isthmian Canal Commission, Washington, D. C., for the supply of valve reseating machine, blacksmiths' tools, steel, iron, iron locks and lift pins for car couplers, bolts, screws, chain, spiral riveted pipe and fittings, foot valves, ship auger bits, twist drills, spring hinges, pump valves, graphite and cylinder lubricant, lubricating grease, mineral, cylinder, and lard oils, etc.

No. 1810. Machinery representation in Europe.—The Bureau of Manufactures is in receipt of a letter from a London business man who desires to represent American manufacturers, preferably machinery makers, throughout Europe. He states that he is well versed in the requirements of such an appointment, having successfully held a position as manager and engineer in Great Britain for a well-known American firm.

No. 1817. Equipment for glucose manufacture.—The management of an African sugar refinery is considering the installing of a glucose plant, and has made the request to the American consul there that it be furnished with catalogues, price lists, and descriptions of the necessary equipment for such a plant as operated in America.

COMMON AFTER A SNOWSTORM.

Some Things the Worcester Board of Trade Has Done.

YE KNOCKER

It established a branch of the United States weather bureau.

It has increased 25 per cent. the passenger service between Worcester and Boston.

It established a port of entry of the treasury department for the benefit of importers.

It gave the most material assistance in raising the money for General Devens' statue.

It brought about a reduction of water rates, saving Worcester manufacturers $10,000 a year.

It established a mail from New York for late afternoon delivery of special importance to business men.

It established in 1903, after other means failed, sleeping car serivce between Worcester and New York.

It killed a legislative bill providing for unfair taxation of commercial corporations.

It has been represented and had large influence in the settlement of the grade crossing problem.

It conducted two merchants' weeks, which brought many out-of-town buyers to Worcester stores.

It assisted in the passage of the bill providing for the classification and increase in pay of the postal clerks.

It issued in 1900 the first complete book of statistics, advertising Worcester's advantages as a manufacturing city.

It has obtained frequent concessions in express rates between local points in Massachusetts and other New England states.

It took the initiative in 1901 to relieve street congestion, which is now one of the vital questions for munic ipal consideration.

It has brought about re-classifications of freight rates at various times, greatly to the benefit of Worcester manufacturers and shippers.

It took the initiative and brought to a successful issue the widening of Canal Street in connection with the Union Station proposition.

It secured a business men's express train to Boston leaving Worcester at noon, a great convenience for persons desiring to do business in that city.

It appointed a special committee which brought about an entire remodeling of the new Union Station interior plans for the convenience of Worcester people.

It took the initiative in the widening of Shrewsbury Street, which is now recognized as the most important improvement on the east side in many years.

It secured satisfactory freight service on the Boston & Maine Railroad for Worcester fruit and produce shippers, so they could compete with Boston shippers.

It created in 1902 an Advertisers' Protective Association, which saved members thousands of dollars and much annoyance from irresponsible advertising solicitors.

It killed the bill restricting the height of buildings in cities in the Commonwealth, outside the city of Boston, which would have made impossible the building of the Slater Block.

It brought about noticeable improvements in passenger and freight service on the Boston & Maine Railroad between Worcester, Clinton and other Worcester County and northern points.

It killed a legislative bill emanating from Worcester which, had it passed, would have prohibited large corporations paying their help by checks, which was aimed particularly at the American Steel & Wire Co.

It brought to Worcester in 1901-2-3 several hundred thousand dollars in foreign orders to manufacturers as a result of an export sheet issued, the most complete method of reaching foreign trade ever attempted by a commercial organization.

It killed a bill providing for the creation of the office of purchasing agent of supplies for all state institutions, with headquarters in Boston, which would have taken away many thousands of dollars in trade from Worcester wholesale merchants.

It secured from the Railroad Commissioners the revocation of a rule of the New York, New Haven & Hartford Railroad compelling shippers to assume responsibility and liability of all cars and railroad employees while loading and unloading goods on a private side-track.

It took the initiative in the movement to make Worcester a central station of the New England Telephone & Telegraph Company, with a division superintendent and a district manager, making Worcester the central office of a district comprising Worcester, Salem, Fitchburg, Manchester and Lowell.

The WORCESTER MAGAZINE

Illustrated

WORCESTER'S NEW TEN STORY BLOCK—SLATER BUILDING.

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WOODBURY CARLTON CO.

"SURE SEAL" SYSTEM

A Wonderful Invention in Steam Circulation
The Vacuum System Perfected

As is generally known by all users of steam, vacuum heating, which does away entirely with the use of Air Valves and leaves the entire system and every portion of the radiating surface open to the action of steam, is the only correct method of heating. It has never been possible heretofore to adopt this method for house heating owing to the inability of making and maintaining a vacuum. In factories this system has heretofore only been used by maintaining a steam or power pump at great expense. In our system all of these objections are entirely done away with.

A Few Reasons Why

An invention as important to steam as the Telephone to communication, or Electricity to transportation.

Our system makes and maintains any Vacuum necessary from 1 to 29 inches, without the aid of any outside appliance.

Nothing to get out of order or ever need repairs. Can be attached to any steam heating system now in use.

The only vacuum system of steam heating in existence which can be used in residential installations and return the condensation direct to the boilers without the aid of a pump.

The only system in existence which will move the water of condensation from the radiating surface at the instant of liquefaction.

The only system in which the return condensation can be brought back within one degree of boiling.

The only system requiring no water for cooling the returns.

The only system of vacuum steam heating for factories or large installations requiring no pump to maintain a vacuum on the radiating surfaces.

The only system entirely removing the back pressure from your engine exhaust.

We claim that we can **reduce your fuel bill 50 per cent.** in heating your house or factory. That we can reduce the cost of **maintenance 90 per cent.** That we can reduce your **cost of repairs 95 per cent.** over any system in existence.

This system in full operation can be seen at our warerooms. Catalogues and full information cheerfully furnished.

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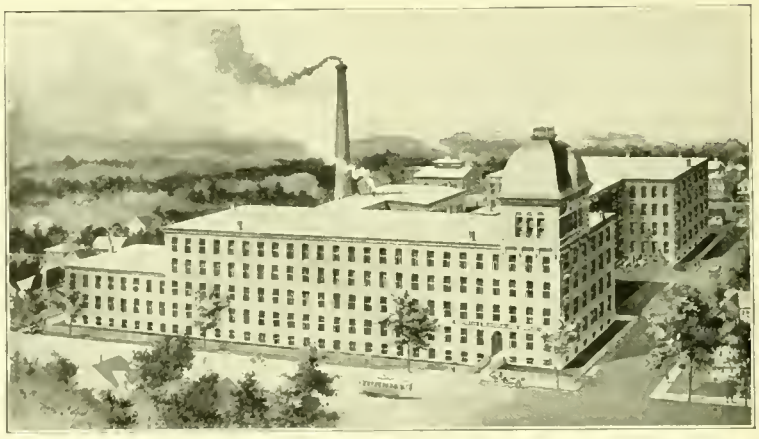
Sole Manufacturers

Foster, Corner Commercial Street, Worcester, Mass.

Established 1871

Incorporated 1888

Harrington & Richardson Arms Company



Manufacturers of

Revolvers and Shotguns

Descriptive Catalog on request

Worcester, Mass.

The WORCESTER MAGAZINE

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Contents

MAGAZINE AND MUNICIPAL COMMENT.
Magazine Appreciates it All, 21
Getting Ready for New Station, 21
Are We a Nation of Milkmen? 21
Signal for Quick Plunge, 22
Pickett's Statue at Franklin Square, 22
Should Complete Forty Years Anyway, 22
Common for Senator Hoar Memorial, 22
Inaugural Sized up as a Gem, 22
On the Ground with Bunch of Bills, 22
THE WORCESTER BOYS' CLUB, by Percy H. Epler, 23-29
REVIEW OF CURRENT EVENTS, 29-32
BOARD OF TRADE NECROLOGY, 32
THE SLATER BLOCK AND ITS ARCADE, 33-35
JANUARY TRADE CONDITIONS, 35
GENERAL JOSIAH PICKETT, 36-38
"TROLLEY FREIGHT" AND "FINANCE," 38-39
WORCESTER BOARD OF ALDERMEN FOR 1908, 40-41
BOARD OF TRADE AND INDUSTRIAL NOTES, 41-42
FOREIGN TRADE OPPORTUNITIES, 42
LIST OF BOARD OF TRADE MEMBERS, 42-44

ILLUSTRATIONS.
Slater Building, Outside Cover
Boys' Club Building, 24
Boys' Club Reading Room, 25
Boys' Club Carpenter Shop, 26
Boys' Club Printing Office, 27
Boys' Club Gymnasium, 28
Slater Building Arcade (floor plan), 33
Slater Building Arcade (general plan), 34

PORTRAITS.
David W. Armstrong, 23
Samuel Mawhinney, 32
Charles M. Smith, 32
Gen. Josiah Pickett, 36
Col. Josiah Pickett, 37
Gen. Pickett (medallion), 37
Edward G. Connette, 38
J. Russel Marble, 38
William D. Luey, 39
Alfred L. Aiken, 39
Charles P. Adams, 39
Mark M. Patterson, 40
John P. Holmgren, 40
Peter F. Sullivan, 40
James H. Mellen, 40
Cornelius S. Mannix, 40
William Forsberg, 40
Charles H. Harris, 40
John W. Mitchell, 40
George H. Coates, 40
George F. Brooks, 40
Albert B. Brunell, 41

Magazine and Municipal Comment

Magazine Appreciates it All.

The Magazine modestly acknowledges and very much appreciates the many kind words which have come to it from various sources in and out of Worcester. In endeavoring to give to the world a creditable publication Worcester Board of Trade has always filled the bill, but the new Worcester Magazine is just a bit better than anything in the line that comes to the attention of the organization. Letters of congratulation have been received from the south, middle west, cities on the Pacific coast and in the great northwest, and from readers of the old Magazine in New York State and New England. The new Magazine has scored heavily all along the line. Locally, the Magazine attracted most favorable comment. It is encouraging to hear the nice things said about it and it is all appreciated.

o o o

Getting Ready for Union Station.

Just a word about the abolition of grade crossings and the new Union Station. Much has been written, more has been said about the question that is sort of a nightmare to Worcester. But now something is done. The decree has been signed, the grade crossings commissioners have sent in their bill and it is now up for settlement. Washington Square tenants are paying rent to the railroad owning the property. It is noted that the Arcade Malleable Iron Company has stopped paying rent for use of its own property that passed into the hands of the railroad corporation. The company has moved—and this is the first step toward cleaning the square for the new station. The first of May will see others vacating, and then—will they begin?

o o o

Are We a Nation of Milkmen?

Judging from the sentiment in central Massachusetts we are a nation of milkmen. Candidates are talking about the milk laws, the Legislature is flooded with bills for the benefit of milk producers—other than cows—and every other man is talking about the wholesale price of milk. Pretty soon central Massachusetts will beat New York in that it will have a great white way of its own—a milky way.

Signal for One Quick Plunge.

The feature of Mayor Logan's inaugural, treating of the $12 per $1000 tax limit, and the suggestion that the City Council consider the necessity of applying to the Legislature for exemption from the provisions of the law relative to the rate of taxation in the cities, has been the most discussed paragraph of this much read inaugural. It is not believed the Mayor could go to the Legislature with the Worcester delegation solidly back of him on this measure. At any rate it is too late now to get a bill before the Legislature unless under suspension of the rules, and the experience has been that where there is any opposition it takes a whole lot of effort to get the rules suspended for the admission of any bill. It appears to be public sentiment that Mayor Logan would be treading on dangerous ground if he went to the Legislature asking for relief from the law fixing the rate of taxation, which in Worcester is $12 per $1000. A prominent supporter of Mayor Logan and one who has been in the political game for a long time, in summing up the possibilities of the exemption from this law, very poetically says: "It would be a signal to strip for a quick plunge in the golden sea of other people's money."

o o o

Pickett's Statue at Franklin Square.

A noble life ended when General Josiah Pickett breathed his last. The "hero of Cold Harbor" lived a long life and the going out of it was to leave behind an honored name. The story of Pickett and Cold Harbor is a sad page in Civil War history. The suggestion of a memorial to this brave soldier has already been made. A local writer puts it this way: "A statue of him in a park opened in front of the post-office where he served our people so long and so well, would fitly round out Worcester's perpetuation of her great figures—Devens, the lawyer-soldier-statesman at the Court House; Hoar, the scholar-statesman and orator of loftiest ideals and richest thought, at City Hall or elsewhere, and Pickett at the scene of his service, so long and faithful, to all our people. 'A nation's best history is its statues of its great men' is as true to-day as it was in the age of Greece's glory. And Worcester will not be lacking in appreciation of the fact and of her duty."

o o o

Should Complete Forty Years Anyway.

Just a short paragraph in a local newspaper suggested that Deputy Chief of Police Amos Atkinson was going to resign. He may some day, but it is probably not true that he will right away. He has just completed 39 years in the service. As a matter of sentiment he should remain another year. It is a good record the officer can show, as he points his finger down the decades of time. Speaking about long years of service it is recalled that a short time ago one of Worcester's manufacturers retired one of his faithful employees for the remainder of his life on full pay.

Common for Senator Hoar Memorial.

The City Council has finally settled the location of the Senator George F. Hoar memorial statue by giving its consent to the request of a committee of the memorial that the statue be placed on the green between the north end of the City Hall and Front Street. There was little opposition, but not enough to cause any lengthy discussion. This settles for the time at least the agitation about condemning the Scott block at Franklin Square and throwing that land into street or park purposes and locating the memorial at the intersection of Main and Southbridge Streets. This is sensible. There is still a considerable sentiment in favor of the placing the memorial on the green at the south end of the Court House. This was the most logical place for the memorial, but the committee has struggled along for a year or more to have it placed near City Hall and so that is where it is going. It is a relief to know that it is finally placed, for Worcester was getting a bit of unfavorable advertising when the suggestion was sent out that the memorial was finished and without a location.

o o o

Inaugural Sized up as a Gem.

Mayor James Logan's inaugural address was a gem from the standpoint of the clergy. They undoubtedly drew inspiration and were given courage from his reference to the open saloon, which he condemned in no uncertain terms. Two expressions from the Worcester pulpit are here given: "No city in the United States can boast of a better government than that which was inaugurated in the city of Worcester last week, and the citizens of our city have just cause to feel proud of the man who was elected Mayor," said Rev. Edward Payson Drew in an address that preceded his sermon at the service of Old South Church Sunday night, January 12. * * * * * * * *

"Mayor Logan's inaugural address deserves to go down as a classic because of the many fine harmonious notes, clearly struck and ringingly sounded," said Rev. Dr. Lemuel Call Barnes, pastor of the First Baptist Church, Sunday night, January 12, during his sermon. "I am a citizen of no mean city."

o o o

On the Ground with Bunch of Bills.

Senator Elmer C. Potter has filed with legislative clerks a number of bills that are of unusual importance. One provides for a limited school committee, another for the control of school buildings by the school committee of Worcester, another forbidding political committees demanding money or promises from political candidates. Still another provides for a vote on the liquor question once in two years—the even years in cities and the odd years in towns. He introduced other bills, but the above are enough to start an agitation that will make the Worcester Senator's name stand out in black type.

The Worcester Boys' Club.

By Percy H. Epler.

"Pocketing yourself, are you? It's a pretty good pocket to be in. Out of such a pocket worked in the way you can work it will come healing for many of the ills of the day that now perplex us. I should rather be in such a pocket, working for the good of the Lord, than in a $100,000 church working for the applause of a 'nice' congregation."

With these words in my mind which Jacob Riis once said to me about a boy's club of my own, not long ago I went down to Worcester's big pocket for street boys at 100 Portland Street.

Enter with me.

Back of the basket-ball poster is a splendid point of departure for this article. Sixteen teams are there scheduled to play each week—several sets of opposing teams each night. "Nothing wonderful in that," I said, and started to pass on. But something stopped

DAVID W. ARMSTRONG,
Superintendent Boys' Club.

me. Look at those neighborhoods indicated by the team names. They are the neighborhoods where Worcester's worst corner street gangs congregate. Sixteen incipient street gangs here metamorphosed in a night or two into clean speaking, manly acting basket-ball teams!

The Boys' Club puts something better in place of hoodlumism's hatchery and crimes incubator—the street gang. It puts in its place a new objective and a new channel thereto for the flow of its misdirected energy. One of these teams is named "The Phoenix." Well might they all be so named. For each rises out of the ashes of a would-be "street gang"!

Home is no doubt the best boys' club in the world with the boy's mother President and a boy's father Vice-President. But it needs no argument to say that the street boy has no home, or, if he has, can't be made to stay in it and is gang-bound anyway.

I watched a boy in one such home the other day in the neighborhood of the Boys' Club. He was towing home a father turned by drink into a blank faced, ambling brute. What kind of a home was to be there? Brawls, cuffs, kicks and curses do not make a home. That boy 's better out of that home. So are scores of others where home 's not home, but hades. If not such hells as that, at least they are in many cases cold limbos destitute of everything to warm heart or head or even body. As a result the boy 's on the street as quick as you can say "Jack Robinson." And on the street young—so young that it makes my head turn to think of it.

Little Leo over there with the shock of black hair and the red coat with black stripes like an Italian band-master's, is four years old, and if he were not here would be on the street. The Club will keep him until 18 or 21, or as long as he wishes to come. He is saved from the gang and will be moulded into a desirable citizen.

That man over there with tears falling down the deep furrowed face is looking for a boy of 7 the police are after. The boy was with a gang that smashed a window and stole some fruit to eat. His mother drinks and lives in another home. His father is dead. The lad's name, by a queer coincidence—translated from its Latin form—means in English "nothing." He has been "nothing" until the street gang got hold of him, and it has made him *something* now. After three nights sleeping out with the gang—God knows where—he 's joined the gang's exploits and 7-years-old "nothing" is clapped into the arms of the law, booked on the police blotter for petty larceny.

Yes, in the eyes of the gang, "nothing" is "something" now.

"If he 'd only been here these nights and got out of the gang, he wouldn't have done it," sighed the old man.

Here in the Club night after night is something better for little Leo and those 1200 older lads and something better for 7-year-old "nothing" "if he 'd only been here."

Not long ago a 7-year-old boy who had no rides got tired of seeing other people ride and selected the best looking teams he saw, unhitched them, got in and took a pleasure drive. Then he left the equipage. Some eight or ten rigs he thus appropriated for the sake of the ride. "Stealing horses" is the crime, and he soon stands before the court—a 7-year-old horse-thief.

That with the full knowledge and, indeed, the will

of the court and police such boys have a friend who will stand for their better future and save their self-respect from moral confusion and from being branded with real criminals, and that his parent or guardian, too, has such a friend, is one of the whys and wherefores of the head of the Worcester Boys' Club. Not in antagonism to law, but with the consent and confirmation of law, he stands between the criminals' wolf-pack in the felon's cage and the "kid" that isn't blackened by any crime worthy of the name with which they are blackened.

"I never correct a boy without an explanation." That, in a word, is the secret of the friendship of the head of the Boys' Club. It is the secret that runs all the way through. He is a boy's confidant, and great, as we have seen, is his chance to be. To be a friend said you can't leave a group of six boys in a room half an hour before they have organized something. These are just as human boys. But play is prohibited on the streets. Pent-up energy, however, must find a way or make one. They make one. Leaders assert themselves; followers follow. They tax their inventive ingenuity and, followed by a possible chase by an officer, the first little adventure or raid is enacted. The corner circle crystallizes. The unit of hoodlumism and crime grows. "De Gang" emerges. "The Forty Thieves" is the name of one Worcester boy gang.

A *fin de siècle* of a gang is to "bunk out" the entire night. This last year a number of boys have been found "bunking out," all of whom were under eight years of age.

Yes—the gang gets them young!

BOYS' CLUB NEW HOME—PORTLAND AND MADISON STREETS.

of the friendless street boy: a friend in the Club and "friend at court."—that is his function. The boys feel it. Such is the atmosphere of the Club. And that 's why all the long evening it appeals to their sense of honor and why among 1200 street boys I never heard a swear-word at all save a first cousin to one, when at the end a boy said "hell," called out perhaps at the contrast into which he was so suddenly to go when he got "home."

To go back to the gang out of which such boys as this are rescued.

When the lure of the street seizes the lad he is not to be there alone. The social instinct in us all at once asserts itself and he at once drops into a circle of young toughs which is the nucleus of a gang. It is

Candidates for the Club or the gang? Which shall it be? In every place boys' clubs have existed, a clear place for judging whether any good is done or not is in comparing the older brothers who, under the street gang's influence, were without the Club and the younger who grew up with it. The older brothers prove, as a matter of universal record in different cities, shiftless, dissipated loafers, while the younger brothers, who came years later as tiny chaps, have turned out honest and industrious, reflecting great credit upon themselves and their employers.

Another gang instinct from which the Club rescues the street boy is this: the gang, used to being hunted and chased for its misdemeanors, cultivates a hatred of law and an enmity to society. The Club catches the

candidate at this critical point and shows that society is his friend and the law his protector, not his antagonist.

You have often noticed the suspicious look of a wild street boy as if he were being hunted. This disappears in the Boys' Club and it is beautiful to see the new look dawn upon a face. It marks the metempsychosis of a citizen out of a criminal; of an honorable human out of a hunted hater of law and order; of an actual patriot out of an anarchist or vagabond. In a boys' club I have seen that look change from one to the other in a night. It means the conversion of a man from a malefactor!

Judge Utley has appointed the present superintendent of the Worcester Boys' Club, Juvenile Probation Officer of our courts. On Juvenile Court days he is always on hand giving and receiving advice and boys for probation are committed to his watch. Thoroughly posted as to the habits and gangs of the city he is an informed friend as well as a persuasive force. Chicago has lately so valued this plan of the Boys' Club being connected with the Probation Officer that they have erected there, by the side of Hull House, a boys' club expressly to aid the Probation Officer and give him a place to harbor and save juveniles under his care. It is a progressive combination therefore in Worcester—this identity of the Superintendent of the Boys' Club and Juvenile Probation Officer into one and the same man.

The boys' club grows, therefore, into an inseparable part of the city's system of law and order. A visit of police officers occurred while I was there. They came as friends and were received as such. Their kindly smile disarmed suspicion, and if the old, hunted look came over any boy it died away. And the officers were invested with the respect due an arm of the law. No "Cheese it, the cop," or, "All policemen have big feet!" The street gang's impudence was absent. On each side were respect and cordiality. Such appears to be the ideal relation between Worcester's court officers and the Worcester Boys' Club.

The Chief of Police of Pittsfield has recorded a notable rise of standard in the street boy life of that city since the boys' club advent there. Its preventive power is and will be equally great here.

The distortion of ignorant aliens yet more and more to be packed into the press of the unamericanized—this is everywhere recognized as our most subtle national danger. The overturning of our government, if it is ever overturned, will find its blind weapon here. In the neighborhood where boys' clubs are planted is the spot where conceptions are to be generated—friendly or unfriendly, patriotic or subversive, American or anarchical. Here is first whispered the lie of "the Red" that society is all bad and its destruction the only good.

Inhaling the breath of a social lie, it has always been the next thing, as it is always only the next thing, to exhale the deed of a crime. The man years before that untwists that lie in the mind of the lad does

A FAVORITE PLACE—THE READING ROOM.

more to wrench smoking pistols out of the hand of the future anarchist or assassin than a dozen Pinkerton detectives.

Besides these preventive ways through confidence, friendship, and by giving a place in which to spend the evenings free from the vicious gang, in summer the boys who can go are taken to the country's "green pastures and still waters," a camp whose waters shimmer, forest glades shadow and camp-fires

Look into these faces and you see a map of Europe with probably nearly every country represented!

It is incontrovertible testimony that here there is indeed a frontier post for the great national question of the assimilation of the less fortunate immigrant who outnumbers us natives in almost every New England city. The Boys' Club is indeed a great factor for treating the immigration question at its tap root.

In these rooms the boys of poor foreigners are inocu-

DAILY SCENE IN THE CARPENTER SHOP.

sparkle all through the other eleven months of the boy's imagination, and are his talk by day and dream by night.

Of the 120 boys in last summer's camp ten were boys who had been under arrest and were on probation. Thus the principle constantly is at work to put something better in the place of that which society could only elsewise condemn.

It is the only working principle of salvation and it works.

Out of the forty foreign peoples who make up in their blood or their sons' nearly two-thirds of our population, there is here in the Club an amazingly large constituency.

"Are yez going to take our pictures?" was the question levelled at me from many a sharp-eyed youngster.

I knew the camera-man was to be on hand and Theodore Roosevelt himself was never so glad to pose before the photographer.

lated with the culture of American citizenship. There is no better place in America to mould the foreigner than here in the heart of youth, where the foreigner's little son is saved from the gang and given something better in its place; where, as Dr. Patten has said, "Amusement is stronger than vice and can strangle the lust of it if taken in time. The world is not safe until its pleasures are stronger than its temptations."

Four shining porcelain wash-basins with wonderful nickel-plated outside plumbing are the first thing to front the new boy entering. They are a sort of physical sacristy for the temple of the Holy Spirit, his body. Over them are as many plated mirrors. Under these are combs and brushes.

I noted one boy who spent the entire evening combing and recombing his hair and enjoying in the mirror the unusually neat effect upon his person. Self-respect was creeping in from the outside, and every boy who enters goes instinctively to the wash-bowl. Our children wash and comb and are groomed

before they go to a party—these after they get there; and it is one of the chief functions—at least the first.

That line of 100 striplings is waiting down on the basement floor for more thorough ablutions. Seven showers dash their streams upon the concrete and down the delighted boys' backs, almost hidden as they bend in the humid, steaming vapor.

It is a great experience to come out of unsanitary and unhygienic lives and plunge nightly into the delicious warm showers.

The gymnasium is opposite the baths and runs the entire length and almost the entire width of the building. The walls are all of finished wood and brilliantly shine under the electroliers. The director is the former New Bedford Y. M. C. A. director and now a student at Clark. He teaches classes into which great lines of boys eagerly press.

The assistant, like the printer, janitor, office-boy and game-director, is a finely developed young man who owes his training to the time he entered this very Club as a boy himself.

good it now proceeds to excite him to something deeper. The next two floors are given over to cultivate his tastes for pursuits of the mind and manual skill. First, for the quiet quest of books and papers two rooms open off at the head of the wide stair-case. They are furnished with black mission chairs and three long, dark tables gratefully brightened by periodicals of every hue. A lady fitly presides here every night aiding in the engendering of a love of good literature and choice of books and papers. She also is at the head of the Penny Savings Bank, which, as by that big sign, pays 4 per cent. dividend. From January 14th to January 31st there were sixty-two new depositors and, in all, 161 deposits. A second similar room is ready for use with this, forming a library suite.

Across the hall, fifty feet long, is a large auditorium with portable stage for lectures, entertainments and general gatherings. It has three hundred chairs. Basket-ball practice occupies it at other times, a clear and ideal space thus being offered for the teams.

BOYS AT WORK IN THE PRINTING ROOM.

A still higher source of physical self-respect and health, bodily, morally and mentally, will come from the large corps of physicians whom the Superintendent has planned to examine and advise these neglected children of the street.

As if all this in the evolution of the undesirable citizen from the gang were not enough, the Club goes higher and further. Tempting the boy by physical

On the next floor seven class rooms now tempt the lad whom, as we have seen, has been rescued from the gang, and is healthy with manly exercise and aglow with the baths. Which shall it be? Excited in the library by the thoughts in the books and papers of what other men are doing in the great world, he looks first into one and then into another class-room to find suggested, perhaps, what career he is fitted for.

The carpenters' shop is a favorite with its ten perfectly made benches and complete equipment of the best made tools. It is taught by Instructor Greene of the Oxford Manual Training School and accommodates ten boys a night. A taste of the inventive and mechanical is here discovered and guided. The Club is not meant to duplicate the night schools. But these, in the first place, could not have equally interested this kind of a boy. The carpenter shop, reading rooms and auditorium were furnished through the generous offering of the Monday Club. Among many other sums given was a memorial gift of $1000 by Mrs. Thomas M. Rogers.

On further, the printing office attracts with twenty-four odd cases of type and a hand and foot press.

CLASS AT DRILL IN THE GYMNASIUM.

The printer, Mr. Ernest Gagnon, takes twenty boys at once and teaches them the elements of the printers' trade.

A large music room occupies the left-hand corner on the east of the third floor, and is presided over by a young lady from one of our city's best families. Any musical tendencies latent in the lads here are given a chance, from singing and instrumental accomplishments to whistling. A glee club of thirty has also been formed.

Having reached the top of the building it is to conclude that, first set right from the gang, with bodily needs and tastes satisfied, and right social instincts developed, the Boys' Club candidate is not even yet done with till tempted with the higher careers, both mental and industrial. After this, it is safe to turn him loose, reasonably certain that he will find a good channel of development, choose aright, and grow up a good and useful citizen.

Work of Boys' Clubs has appealed to the deepest minded and most experienced social workers and reformers of our time. The President of the American Federated Boys' Club is Jacob Riis. The Vice-President is our own Carroll D. Wright.

Captains of industry whose insight diagnoses the raw material of labors' masses with unerring eye, have backed the Boys' Club with princely sums.

In Fall River Mr. M. C. Borden has given $250,000 to the cause, and two magnificent boys' clubs occupy the streets.

In Pittsfield, Senator Crane's brother, Zenas Crane, of the adjacent manufacturing center at Dalton, so appreciated the Pittsfield Club's possibilities that he gave it $40,000. At Pawtucket is a similar noble undertaking by a Mr. Goff. Hartford, Waterbury, Charlestown, Lynn, Brookline and many other cities near by have confirmed the boys' club as an enterprise worthy of the best civic and popular effort.

Founded nineteen years ago, Worcester Boys' Club, under loyal leaders like Mr. Stephen P. Streeter, has advanced from a miniature club by an alley-way to its present proportions. It was incorporated in 1893 for

"the providing and maintaining of rooms for developing the moral, physical and intellectual nature of the boy."

Since its era in the unwritten history of human salvage thousands of lads have, in the estimate of Mr. Stephen Streeter (now of Oakdale), been saved from shame, disgrace and social wreckage.

Under David W. Armstrong, who came last summer to succeed Mr. Streeter, it has taken a new lease of life, and, with the completion of the reconstructed building at 100 Portland Street, opens a splendid new chapter for the street boys of Worcester.

The reconstruction has cost $25,000, with a mortgage of $12,000. It has accommodations for 1500 boys. To the 500 already there new boys are coming in at the rate of fifteen a night. The Club is open at the hours most boys need it, from 7 to 9 o'clock, each evening. After this, with energy healthily spent, they are tired enough to go home and go to bed. The Superintendent is taking a long look ahead and, in order to mould the future, is admitting only boys at the plastic age of 15 and under. They may stay till 21 if they wish. By this plan is acquired the right atmosphere tinctured with the spirit needful to begin with.

The reconstruction is evident on every side from the time you open the door into the expanse of the warm and welcome game room (17 ft. by 36 ft.), till you have entered the very last room on the third floor, with its hard-wood finish stained, like every other in the building, with antique green.

Confidence is commanded by the Executive Committee, who are: George T. Dewey, President; W. S. B. Hopkins, Vice-President; Lewis C. Muzzy, James Taylor, Jr., F. Lillian Barber, Secretary; Mrs. Charles M. Thayer, Philip J. O'Connell, Reginald Washburn, Henry J. Miller, Treasurer (Box 687); David W. Armstrong, Superintendent.

Mr. Armstrong came to Worcester from the Pittsfield Boys' Club.

In the language of Supt. P. A. Jordan of the celebrated Pittsfield Boys' Club, "he is a dynamic and untiring worker, original in mental processes and the possessor of a fund of old-fashioned, rugged honesty. Other characteristics are loyalty to the interests and responsibilities of his work, a keen sense of dissatisfaction with unsuccessful or half-successful methods and a habit of succeeding in the things he undertakes.

"As a boys' club manager Mr. Armstrong possesses one exceptional advantage in that he has been familiar with this form of service from both the standpoint of the boy in search of fun and sports, as well as of manager and organizer of boys' club activities. He has not grown so far away from his own boyhood that he cannot understand and appreciate the boy's side of every question.

"Mr. Armstrong is an enthusiastic believer in the merits of his chosen form of philanthropy, being convinced of its value obtained by actual results rather than by listening to platitudes and theories of others.

"I have great faith in the success of his work with the boys of Worcester; and with a hearty moral and financial support of its public-spirited men and women, he cannot fail to become a great power for good, especially among the children of foreign-born residents. One year of evenings in an up-to-date, well-managed boys' club will go far towards Americanizing and improving the social life of many children for whose evening life no provision had hitherto been made.

"Through this agency of legalizing play, the opening of industrial classes and the offering of an attraction and varied programme of activities, the disorderly gangs will gradually become merged into athletic teams and classes.

"My knowledge of Mr. Armstrong leads me to believe that he will never be satisfied with anything short of the best for Worcester."

Review of Current Events

In reviewing current events the Magazine endeavors to accurately record the principal happenings; to make a brief historical record.

January 1.—Arcade Malleable Iron Co. first concern to move from Washington Sq. to make room for new Union Station.

Worcester & Holden Street Railway sold to Worcester Consolidated Street Railway Company, which gives the Worcester company control of every electric railway centering in Worcester except the Boston & Worcester.

Twenty-five hundred people attend annual New Year's reception at Y. M. C. A.

Mrs. Elizabeth A. Boswell, aged 89 years 6 months, daughter of a Revolutionary soldier, died from pneumonia.

Sergeant John H. Warren, Doorman Sylvanus G. Bullock and Patrolman Charles R. Hanson of Police Department complete 25 years' service.

Dr. Frank H. Kendrick, dentist and well known horseman, died from pneumonia aged 49 years; born in Rowe, came to Worcester in 1886.

January 2.—General Manager E. G. Connette, of the Worcester Consolidated Street Railway Company, favors proposed trolley freight franchise and Mr. J. Russel Marble opposes it at Board of Trade smoke talk.

Common Council of 1907 has outing and dinner at Sterling Inn.

Former City Clerk Enoch H. Towne and former Superintendent of Sewers Harrison P. Eddy given complimentary banquet by heads of municipal departments at State Mutual restaurant.

Chicago limited express wrecked at Westboro at 5.30 o'clock on west bound run, 8 persons being injured.

January 3.—S. Augustus Howe, of Gardner, appointed member of the Board of County Commissioners, to succeed George L. Clemence, of Southbridge, deceased; Warren Goodale of Clinton elected chairman.

Will of Mr. Eugene V. R. Thayer, millionaire resident of Lancaster and Boston, filed for probate in Worcester County Court; no public bequests.

January 4.—Massachusetts Cattle Owners' Association held annual meeting in Worcester and elected Burton W. Potter, Worcester, president.

Hon. Charles G. Washburn returns to Washington for congressional duties.

First W. H. Taft Club in the country organized in Millbury with Henry W. Aiken as president.

George Park, 92 years old, died at home on Norwood street; born in Millbury, Sept. 9, 1815, son of John Park; came to Worcester 70 years ago; merchant by trade; married Nov. 29, 1843, in West Boylston; retired in 1898; wife died May 16, 1905; two sons died in Civil War; surviving children are Geo. A., Charles S., Miss Theresa M. and Mrs. Frank L. Gray.

Rev. John E. Dodge, of West Boylston, sick in Somerville, married in hospital ward to Miss Fannie E. Ewell, of Westboro.

January 5.—Police and volunteers search Tatnuck woods for body of Dr. C. Otis Goodwin, who disappeared from home Dec. 27.

George H. Harrington, Shrewsbury milkman, followed and shot by unknown man on road to his home.

James Lake Morse, retired mill owner, died at home on Webster Street, aged 82 years; born in Canterbury, N. H., son of James Morse; went to California as one of the original forty-niners; came to Worcester in 1859 as superintendent of the Curtis mills; married Miss Drusilla B. Savage of Skowhegan, Me., who died nine years ago.

Union meeting at Mechanics Hall to commemorate 25th anniversary of incorporation of Worcester City Missionary Society; presentation of purse of $500 to Rev. Dr. Eldridge Mix, who retired from office of superintendent after 15 years' service.

January 6.—James Logan inaugurated Mayor of Worcester in Horticultural Hall, oath being administered by Hon. Edward L. Davis; appoints Charles H. Benchley his clerk; City Council organizes with George H. Coates president of Board of Aldermen and Louis H. Buckley president of Common Council.

Fire in tenement, 101 Park street, in which Jane McKenna, 72 years old, lost her life.

Alethéa Alumnae Associates of Worcester High School held second annual reception and banquet at Hotel Standish, with Superintendent of Schools Homer P. Lewis, Hon. A. S. Roe, founder of Alethéa Debating Society; Miss Gertrude P. Smith, president of Alethéa Debating Society, and Principal E. R. Goodwin of Classical High School, as guests.

Prof. George H. Blakeslee, of Clark University, returns from eight months' trip in Norway, Sweden, Finland, Russia, Corea, Japan, Philippine Islands and China.

Worcester Fire Society has 116th meeting at Worcester Club.

January 7.—Beacon Light Hotel, 9 Washington Square, lodging-house of Salvation Army, partially destroyed by fire in which Dennis Driscoll, one of the lodgers, burned to death.

Mrs. Mabel Loomis Todd, of Amherst, lectures at home of Mrs. G. Henry Whitcomb, 51 Harvard Street, on "Panama and the Canal."

School Committee organized for the year by election of Alexander H. Bullock, chairman, Andrew W. Ekstrom, vice-chairman, Joseph Beals, clerk.

Richard T. Laflin, former general manager of the Worcester Consolidated Street Railway, who installed the electric light and street railway plant in Manila, returns to Worcester from the Philippines for a short visit.

Samuel S. Green re-elected librarian of the Free Public Library and his salary raised from $3800 to $4000; Robert K. Shaw re-elected assistant librarian and head of the reference department and his salary raised from $1600 to $1800; Frederick W. Vermille elected president of the board of directors, succeeding Judge W. T. Forbes.

Deputy Chief of Police Amos Atkinson completes 39 years on the police force; Edson Fairbanks, doorman at station 1, completes 35 years on the Police Force.

January 8.—Old South Church parish votes to become a corporation after an existence since 1717 under the parish.

Annual meeting of the Norwich & Worcester Railroad Company; Mr. A. George Bullock was re-elected president and M. M. Whittemore of New Haven was re-elected secretary and treasurer.

Builders' Exchange holds 20th annual meeting and elects E. D. Ward, president; A. P. Robbins, vice-president; George W. Carr, treasurer, and J. J. Higgins, Elwood Adams and George E. Brigham, directors.

Holy Cross basket ball team defeats Massachusetts Agricultural College of Amherst, 51-4.

Mr. and Mrs. Edwin Ames, 104 Austin Street, celebrate 52nd wedding anniversary and Mr. Ames observes 82nd birthday.

Boys' Club has annual opening and inspection at new rooms at 100 Portland Street and has 3000 visitors.

Milton P. Higgins appointed by Gov. Curtis Guild, Jr., member of the Commission on Industrial Education, in place of Mary Morton Kehew, resigned.

January 9.—Hon. David Walker, for 12 years located in Worcester as visitor of the Division of State Minor Wards of the State Board of Charity, retires on half pay under the Veteran Retirement Act.

Delta Epsilon Association of Central Massachusetts holds 3rd annual banquet at Hotel Warren with Judge William T. Forbes of Probate Court, principal speaker.

John Philip Sousa and his famous band makes annual visit to Worcester.

The Worcester Society for District Nursing holds annual meeting and elects Miss Harriet E. Clarke, president; Mrs. Edwin Brown, vice-president; Mrs. Homer Gage, treasurer; Mrs. Henry J. Gross, clerk.

January 10.—George E. Harlow, 48, woodworker, committed suicide at 150 Beacon Street while suffering from melancholia.

Harvard Club of Worcester holds fifth annual meeting and dinner at State Mutual restaurant with Prof. Byron Hulburt, dean of Harvard College; Prof. Wallace Sabine, dean of the Lawrence Scientific School; former Mayor Nathan Clifford of Portland, Me.; Rev. Thomas F. Davies, rector of All Saints Episcopal Church of Worcester; Dr. Arthur G. Webster of Clark University and Representative Robert M. Washburn, as speakers. Dr. Samuel B. Woodward presided and was re-elected president.

Joseph P. Jackson, the oldest newspaper printer in Worcester, died at his home in Shrewsbury, aged 64 years. He served during the Civil War in the regular army as First Sergeant of Company D, 11th Regulars.

January 11.—Charlton Dennis elected captain, and Thomas Kerns manager, of Worcester High School football team.

Worcester Agricultural Society holds 90th anniversary with Hon. John G. Tallant, of Pembroke, N. H., and William H. Caldwell of Peterboro, N. H., as speakers.

Mrs. Sophia R. (Earle) Bill, widow of Hon. Ledyard Bill, dies.

Mrs. Anna M. (Lane) Gage, wife of Dr. Thomas H. Gage, dies after prolonged sickness, aged 78.

Mr. William H. Dexter, real estate owner and philanthropist, observes 85th birthday by working at his desk all day.

City Hospital trustees organized for year with Dr. Albert Wood as president.

Worcester County Schoolmasters' Club hold annual meeting at State Mutual restaurant and elect Thomas J. Higgins president. The speakers were Lebaron Russel Briggs, dean of the faculty of arts and sciences of Harvard University, and Hon. George N. Martin, secretary of the State Board of Education.

January 12.—First Worcester society composed entirely of natives of France, formed with Prof. Albert Pernot president.

Mrs. Caroline Maria Capron Thayer, "Mother of the Oread," widow of Congressman Eli Thayer, celebrated her 82nd birth day at her home on Hawthorn Street.

January 13.—Holy Cross defeats Harvard at Cambridge at basketball, 20 to 16.

Annual meeting of the Commonwealth Club, Geo. D. Webb being elected president.

Annual meeting of the Worcester Firemen's Relief Association elects J. W. Healy president.

Worcester grocery and provision dealers go on record against parcels post measure and vote to request Congressman Charles G. Washburn to oppose it.

January 14.—Charles H. Howe, widely known sportsman, died in Holden, aged 61 years.

Wachusett Boat Club holds annual meeting and elects Thomas J. Harrahy president.

Three hundred Republicans give banquet to Mayor James Logan at Bay State House with Col. Sydney O. Bigney of Attleboro, principal speaker. Col. Samuel E. Winslow was toastmaster.

Gen. Josiah Pickett, hero of Civil War and former Worcester postmaster, died at his home on Chatham Street, aged 85 years.

Walter S. Doane, Republican, defeats Philip Ryan, Democrat, at a special election in Ward 9, to fill a vacancy in the Common Council made vacant by the death of William D. Powers. The vote was Doane, 374; Ryan, 93.

The Old Guards of the Worcester Continentals held its first annual banquet in the State Mutual restaurant.

The annual meeting of the Worcester Association for mutual aid in detecting thieves, instituted in 1795, held.

January 15.—Capt. Horace F. Ball, of State Police Force, transferred to Middlesex County for duty.

Odd Fellows' Mutual Relief Association of Worcester County has annual meeting and elected M. A. Maynard president. There were 16 deaths in the association during 1907.

Thomas McGowan, 36 years old, living at 25 Esther Street, awarded Carnegie hero medal for the rescue of John H. Gaghigan from drowning in Clinton, June 15, 1906.

Rabbi Harris Joshua Gordon, 84 years old, died at his home on Harrison Street.

Joseph A. Battles leaves Clark University $5000 to be used for lectures on spiritualism, occult psychic phenomena or experimental tests, to scientifically explain unusual psychic phenomena.

Miss Laura Banfield, daughter of Dr. and Mrs. F. L. Banfield, Worcester, climbs to top of Mt. Marcy, the highest point in New York State, and is the only woman to do it.

January 16.—Committee to select a site for Senator Hoar memorial statue decide on location on green between north end of City Hall and Front Street.

Holy Cross defeats Fordham at basketball in Mechanics Hall 36 to 21.

Annual meeting of St. Vincent Hospital Corporation held, presided over by Rt. Rev. Thomas D. Beaven, bishop of Springfield diocese.

Annual meeting of Woman's Auxiliary to Massachusetts Civil Service Reform Association held at home of Mrs. L. N. Kinnicutt, 72 Cedar Street. Mrs. Kinnicutt was elected chairman.

January 17.—Senator Elmer C. Potter introduces into the Legislature a petition prepared by the Public Education Association of Worcester to make the School Committee consist of five members elected by such persons as are qualified to vote for school committee in Worcester.

President Carroll D. Wright, of Clark College, elected president of the American Statistical Association at Hotel Westminster, Boston.

Midwinter meeting of Western Massachusetts Branch of the Woman's Auxiliary to the Board of Missions held in St. John's Episcopal Church, presided over by Mrs. Lawton S. Brooks of Springfield.

January 18.—Senator E. C. Potter introduces bill in Legislature providing for vesting in school committee full power in building, care and maintenance of schoolhouses, taking the authority away from the City Council.

Aletheia basket ball team of Classical High School defeats Storrs State College team of Storrs, Ct., 32 to 3, in Y. M. C. A. gymnasium.

Hon. Alfred S. Pinkerton of Worcester re-appointed member of the executive committee of the Republican State Committee.

Senator E. C. Potter introduces in Legislature bill forbidding political committees to demand contributions or promises from candidates aspiring to nomination to office as a perquisite for receiving nomination papers.

John V. Jewett of Worcester, Dartmouth 1907, elected principal of Rutland High School to succeed George Boyden.

Holy Cross defeats Trinity College basketball team, 23 to 10.

Worcester County Beekeepers' Association has annual meeting at Horticultural Hall and James P. Porter of Clark College is elected President.

January 19.—E. F. Newbert, of Chicopee Falls, killed in B. & A. yards.

Ice boat containing six men sailed into open water at Lake Quinsigamond, and one has narrow escape from drowning.

Armenian Christmas celebrated with Rt. Rev. Hovsop Saradjian, bishop of Armenian Church, as celebrant.

January 20.—Samuel Mawhinney, retired shoe last manufacturer, died at Massachusetts General Hospital from result of operation. He was born in Scotland, January 21, 1829, came to Worcester in 1856, established and conducted shoe last business until 1903; member of the Common Council in 1880.

City Council with three dissenting votes decides to place the George F. Hoar statue on green north of City Hall.

Worcester companies of the Second and Ninth Massachusetts Regiments, M. V. M., inspected by Capt. H. O. Williams and Lieut. E. E. Fuller of 5th and 12th Infantry, U. S. A., respectively.

Worcester Congregational Club holds 34th annual meeting and 197th regular meeting. H. H. Merriam and Rev. Clifton H. Mix elected vice-presidents.

Herbert M. Smith, manager of the Commonwealth Machine Company, died suddenly at his home, 5 Dayton Place, from heart disease. He was 51 years old, born in Northfield, Conn., and came to Worcester sixteen years ago, where he founded the N. E. Steel Roofing Company and later associated himself with the Commonwealth Machine Company.

The annual meeting of the stockholders of the Woman's Club House Corporation, Miss Nellie F. Rogers being re-elected President.

January 21.—Charles M. Smith dies suddenly of apoplexy at Park Congregational Church, while attending an entertainment.

Odd Fellows' Charitable Association held annual meeting and elects Mr. George F. Brooks, president.

State Mutual Life Assurance Company holds annual meeting and elects A. George Bullock president; Burton H. Wright was elected secretary to succeed H. M. Witter, resigned.

January 22.—Joseph J. Hennessey, 45, Boston & Albany brakeman, killed by falling from trolley car.

B Battery, First Battalion, Field Artillery, M. V. M., inspected by Major John Bigelow, Jr., U. S. Artillery.

Mrs. Mary K. Sinkhovitch, adjunct professor of political economy at Columbia University, addresses Worcester Woman's Club on "Our Duty to the Immigrants."

January 23.—Board of Trade smoke talk, at Board of Trade hall, on "Some Phases of the Financial Situation," by Wm. D. Luey, president of Worcester Trust Company, and Alfred L. Aiken, treasurer of Worcester County Institution for Savings, and Charles Perkins Adams, of Kinsley & Adams, bankers.

Holy Cross beats Dartmouth at basketball, 24 to 23.

Annual meeting of Life Underwriters' Association of Central Massachusetts elects Guy F. Wheeler president. At annual banquet, Charles Jerome Edwards of Brooklyn was principal speaker.

January 24.—Bay State House lease transferred to Patrick Lavin and William H. Hamilton, successors to D. C. Sargent, retired.

Most severe storm of the winter, with low temperature and a blizzard lasting for several hours, with steam railroad and street railway travel considerably disturbed.

Annual meeting of L'Alliance Francaise is held, Rev. Dr. Frank Crane being elected president.

January 25.—Dennis J. Cronin, member of Police Department as patrolman, dies after long sickness, aged 35 years. He was orderly to Admiral W. S. Schley at the battle of Santiago, in 1898 and served on the Admiral's flagship, Brooklyn, during the Spanish-American War.

Worcester Dartmouth Lunch Club holds twenty-third meeting, with Charles F. Matthewson, of New York, trustee of Dartmouth College, and Rev. John L. Sewell, of Randolph, as speakers.

Worcester County Market Gardeners hold annual meeting and elect O. S. Wolfe, of Auburn, president.

January 26.—New England Sabbath Protective League holds annual meeting in Old South Congregational Church, presided over by ex-Gov. John D. Long, president. The principal address was made by President G. Stanley Hall of Clark University on "The Physiological and Hygienic Basis of Sunday."

Worcester Reform Club celebrates its thirty-second anniversary, with ex-Mayors Walter H. Blodget and Edward F. Fletcher, Hon. A. S. Roe, Prof. Alexander F. Chamberlain and Rev. A. L. Weatherly as speakers.

Annual meeting of St. Vincent Hospital Aid Association takes place and Miss Maude Chase is re-elected president.

January 27.—Henry Stead, 77, the oldest person in Worcester engaged in the woolen rag business, dies suddenly from heart disease. He was born in London, Eng., and was a well known cricket player in the early days of his life.

Democratic City Committee organizes for 1908 with election of William I. McLoughlin as chairman.

Robert M. Washburn elected vice president of Republican Club of Massachusetts.

January 28.—Worcester Fur Club has annual snow hunt in Sterling with no fox brought in.

Worcester Economic Club discusses "Law's Delays," with Moorfield Story, Boston, and Hon. Herbert Parker, Lancaster, as speakers.

January 29.—Holy Cross defeats Worcester Tech. at basket ball, 30 to 19.

January 30. Coldest morning of the winter, the thermometer registering seven degrees below zero in Worcester, and twenty degrees below in Rutland, the coldest reported from the county.

Horatio M. Richardson elected Chairman of Republican City Committee over John Blair by a vote of 39 to 38.

Mr. and Mrs. John B. Lucier observe fiftieth anniversary of their marriage with religious services at Notre Dame Church and social festivities at their home on Coburn Av.

West Boylston celebrates 100th anniversary of incorporation with principal addresses by Justice Arthur P. Rugg and Hon. John R. Thayer.

January 31.—Stephen J. Waite, buyer for Barnard, Sumner & Putnam Company, dies, aged 66 years.

Board of Trade Necrology

During January the Board of Trade lost two members by death, Mr. Samuel Mawhinney, a retired shoe last manufacturer, and Mr. Charles M. Smith, an insurance general agent, and member of the Board of Trade Committee on Membership.

SAMUEL MAWHINNEY.

Samuel Mawhinney, born in Scotland, January 21, 1829, son of Samuel and Ann (Cooper) Mawhinney, came to the United States with his father in 1845, and located in Fall River; removed to Boston in 1848, and came to Worcester in 1856, and engaged in the manufacture of shoe lasts in the Merrifield block on Union and Exchange Streets; erected the Mawhinney block on Church Street in 1868, where he conducted the business under his own name until 1873, when it became incorporated as Samuel Mawhinney & Co.; the business was removed to Brockton in 1876 to get nearer the shoe trade, and Mr. Mawhinney remained actively at the head of the business until 1903, when he retired, retaining, however, his financial interests; took no active part in politics, although a Republican and represented his ward in the Common Council in 1880 for one term; was prominent in Masonry; his wife, Mrs. Martha (Duckworth) Mawhinney, died last spring; he lived at 15 Hammond Street; he leaves a son-in-law in Denver, a sister in Worcester, a sister in Berkeley, Cal., and a brother in Boston; died in Massachusetts Homeopathic Hospital, Boston, January 20, from result of surgical operation.

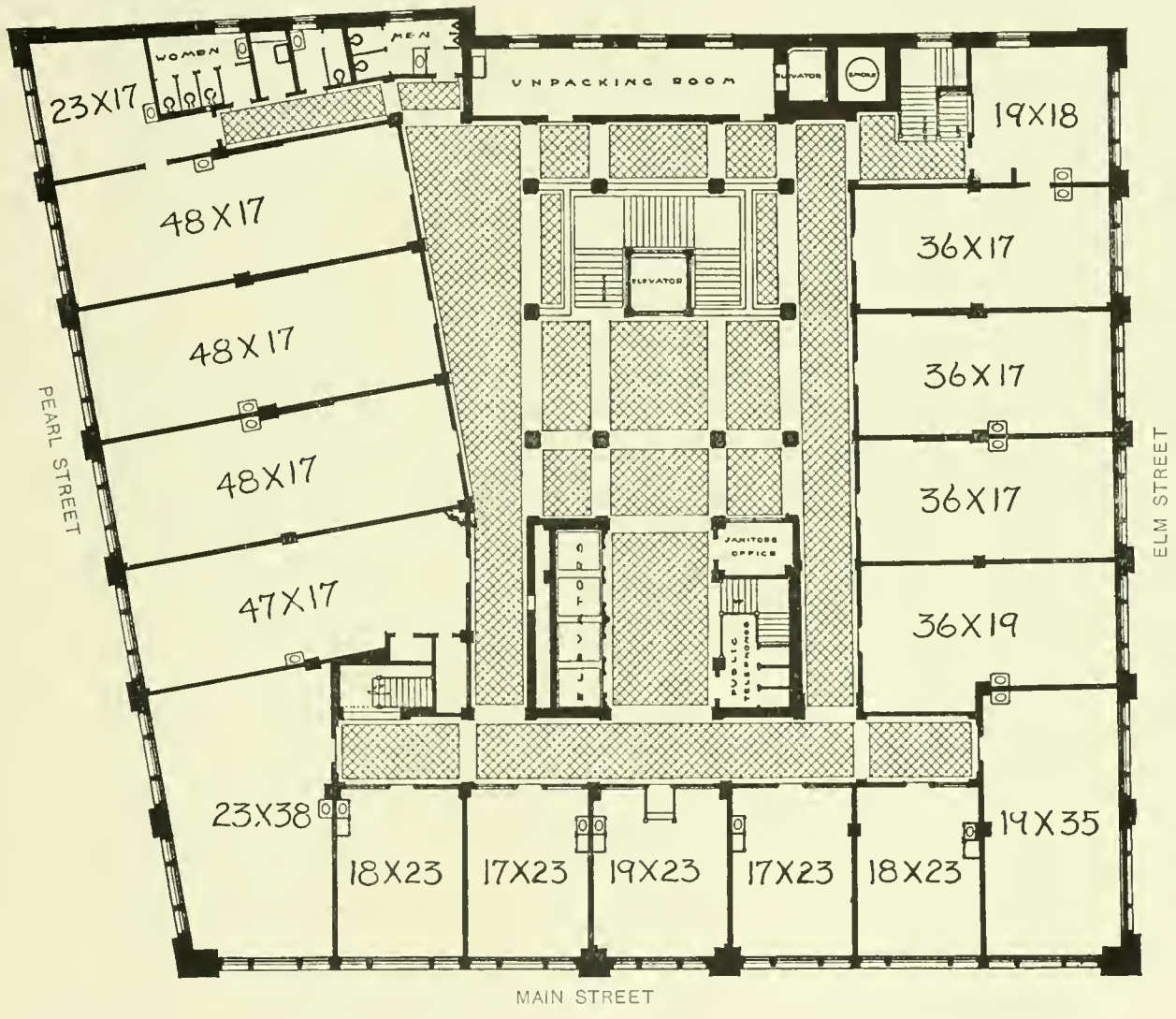
CHARLES M. SMITH.

Charles Mather Smith, born in Hawley, Franklin County, April 19, 1842, son of William W. and Anna P. (Mather) Smith; was educated in Claremont, Shelburne Falls and Easthampton; left his father's farm to enlist in Co. E, 1st Massachusetts Cavalry, at the outbreak of the Civil War; was taken prisoner of war in November, 1863, serving in prisons at Belle Isle, Pemberton and Andersonville, the most of the time in the latter prison; escaped in 1864 and pushed his way to the Gulf of Mexico, where he took refuge on a warship; after the war he returned to Massachusetts and later went to Rochester, N. Y., where he lived for several years and finally settled in Worcester about thirty years ago; was agent for the Travelers' Life & Accident Co. for twenty years; member of Worcester Board of Trade, Past Commander of Post 10, G. A. R.; President of the New England Survivors of Southern Military Prisons Association, and for many years gave a lecture that attracted considerable attention to him on "From Andersonville to Freedom"; died January 21 while attending social at Park Congregational Church; leaves wife and four daughters; buried in Conway.

The Slater Block and its Arcade.

WORCESTER'S new ten-story commercial and office building, the Slater block—the only ten-story building in the city—is nearing completion. Situated between Elm and Pearl Streets and with a frontage of 135 feet on Main Street, and rising to the height of nearly 136 feet, of granite and Indiana limestone, it is a most imposing structure. The architects were Frost, Briggs & Chamberlain, Worcester.

Aside from the 250 offices and the two spacious store-rooms on the first floor, it contains a distinctive feature in its architectural design entirely different from any business block in this county. What has been termed as the Arcade is new to Worcester, and is certain to prove a great accommodation to the business specialist. The location of the building in the center of the retail trade district makes the Arcade one important feature of the great block.



FLOOR PLAN OF THE ARCADE.

Frost, Briggs & Chamberlain, Architects.

The Arcade, so called, is a group of shops varying in size from 17 x 23 feet to 17 x 48 feet, located on the whole second floor, on which the Arcade is located, is of the Renaissance type. The store frontage of the Arcade is equivalent in number of stores to a frontage on Main Street from Harrington corner to Foster Street or from Elm Street to Walnut Street.

The concourse on the Arcade floor is reached by a broad marble staircase at the end of the main corridor, or by a large elevator from the main corridor, on the

Main, Pearl and Elm Streets, facing a large central concourse or court. This central concourse, being 60 feet square, lighted overhead by sky-lights and the added elaborate electric lighting installation, gives the most complete opportunity for the illumination of stores and displays from the outside. Every Arcade store has the advantage of a plate glass street frontage. These plate glass show-windows are set in heavy mahogany frames, and the court from which the entrance is made is of marble, the walls being faced in marble their entire height, and the architecture of

first floor, with a capacity of thirty-five people. It is the purpose of the owners of the building to have the Arcade stores rented for specialties, so far as possible, and each shop will be treated differently in design of fixtures, also wall treatment, so as to make it interesting and varied. In the rear of the second floor will be the freight elevator, near the unpacking room, which obviates the necessity for debris in the store. There will be public telephone booths on this floor, ample toilet rooms for tenants, their patrons and the public. The janitor's office will be on this floor, and a feature of the whole thing is that this group of shops

GENERAL VIEW OF THE ARCADE SHOPS.

Frost, Briggs & Chamberlain, Architects.

is all under cover, there being no exposure to patrons, regardless of weather conditions. This insures an even temperature at all seasons of the year. Each store will be provided with a heating and vacuum cleansing plant. The divisions between the shops will be formed by marble pilasters, the remainder of the material being composed entirely of plate glass. This group of stores, being on the second floor of this great office building, enables the owners to quote a lower rental than an equal location in any other section of the city. Special advertising plan for tenants enables them to compete on equal terms with the department stores. In brief, the features of the Arcade include front of plate glass, exterior lighting in abundance; convenient unpacking room; special passenger and freight elevators from street floor; telephone booths, toilet rooms, perfect accessibility to street without disadvantages of sidewalk locations, heating, lighting, cleaning, hot and cold water service always available, equal temperature, clean, lighting, convenient, economical, artistic and attractive.

The Slater block, although a ten-story structure, does not reach the height of its sister office block, the State Mutual building. From the Main Street sidewalk to the top of the building is 137 feet and the cornice increases the height to 140 feet. The State Mutual building is about 3½ feet higher. The building has a frontage of 135 feet 6 inches on Main Street, 130 feet on Pearl Street and 129 on Elm Street. The first two stories are of Lebanon, N. H., granite. From the third story to the top the material is of Bedford, Indiana, limestone. At the level of the ninth floor is a belt course, above which the building is given colonnade treatment. The cornice is surmounted by a copper chenaux, with special architectural treatment at the corners.

The two stores on the first floor are given unusual opportunity for window display by the elimination of two piers. This is accomplished by use of two immense 50-ton girders which carry a weight of 700 tons. The store on the south, to be occupied by the Ware-Pratt Co., has a frontage of 60 feet and a depth of 125 feet. Over the entrance to each store is a marquise, or ornamental shelter, with a glass roof and glass pendent fringe on the bottom, this structure being suspended by heavy chains from a lion's head.

The entrance to the block is eleven feet wide and eighteen feet high, of carved architecture with carved consoles supporting a cornice. This street entrance opens into an open loggia, with show-windows for the stores on either side. This entrance is finished in granite, and three revolving doors open into the main corridor. This corridor is of Dorset white marble, fifteen feet high. Four elevators connect with the upper stories of the building, with a large elevator in the rear of the corridor running to the Arcade floor. The elevators are all enclosed by wire plate glass in metal frames. From this corridor entrances lead to the stores on the first floor. The ceiling of the entrance is ornamental stucco work divided into large panels.

A feature of the third floor is the barber-shop, which contains seven chairs. It is being furnished in every detail by the builders of the block. The floor and wainscoting are of marble, the mirrors are of heavy plate glass, the counters are of marble, and special detail has been given for fittings in the way of sterilizers, vibrators, compressed-air machines and everything that goes to make up a modern barber-shop. Other rooms on the third floor will be devoted to office use, as will the remainder of the floors of the building. There will be approximately 250 offices and the building will have a population of 900 people. The building is a classic Renaissance design of architecture applied to a commercial building. The foundation and building was done by Norcross Bros. Co., Worcester. The steel work was by the New England Structural Co. of Boston. The heating is by the Walworth Construction & Supply Co. of Boston and the electric work by the Coghlin Electric Co., Worcester.

The accompanying illustrations show the plan of the Arcade and the general effect of the shops.

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January Trade Conditions Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

There is but little pronounced activity in any department of trade, although reports indicate that business is slowly developing. While better than during the closing months of last year, it is still considerably below what would occur with easier financial conditions.

The recent unseasonable mild weather has put a stop to the demand for heavy clothing and other winter merchandise and also limited operations in new goods, as shown by mills.

Reports from woolen and worsted mills are unfavorable in regard to the volume of business in men's ware goods. Tendencies, however, point to another worsted season and woolen goods mills are believed to be facing another satisfactory period.

Retail activity is largely in the way of bargain offerings of winter merchandise and fairly good success is reported in distributing these accumulations.

Failures in Worcester County for the month of January, 1908, were seventeen (17), with liabilities of $86,506.33 and assets of $31,967.84. Compared with the failures of the corresponding month of last year, they show an increase of four (4) in number, but a decrease in the amount of liabilities of $15,807.29, there having been no failures of much importance.

General Josiah Pickett

General Josiah Pickett, Civil War hero, former postmaster, and a man of wide influence in the affairs of Worcester, died at his home on Chatham Street January 14, after a long sickness. During the year prior to his death he had been confined to his home and only at intervals had he been able to leave his bed.

General Pickett was known in war history as the "hero of Cold Harbor." His famous charge, while colonel of the 25th Massachusetts Regiment, and its awful cost practically ended his active service on the battlefield, and for that act of bravery his country honored him with a general's star.

Josiah Pickett was born in Beverly, November 21, 1822. He was the son of Josiah and Mary (Cressey) Pickett and was descended from one of the early settlers in Marblehead. As a boy he was inclined to mechanical pursuits and after his school days devoted his time to a trade. He became interested in the California gold field and in 1852 went from Springfield to the Pacific coast. Tired of the gold fields and the hardships that they meant he went into business in San Francisco, remaining two years, and then returned to Springfield. He remained there until 1855, when he came to Worcester, and this city had since been his home.

As a young man he was interested in military life and when a resident of the eastern part of the state in 1840 joined F Company, 6th Massachusetts Regiment. That was the year the Worcester City Guards were organized, and soon after he came to this city he became a member of that well-known military organization. The company was commanded by Capt. George H. Ward, afterward a colonel in the Union army and for whom Post 10 was named. He was elected second lieutenant of the City Guards in June, 1859, and first lieutenant in April, 1861. This was during the early rumblings of the Civil War, and when war was declared Lieutenant Pickett went to the front with his company, commanded by Captain A. B. R. Sprague. Captain Ward had been transferred to another organization, and after a three months' campaign Lieutenant Pickett raised a company, using the old City Guards as a nucleus and went out in command of A Company, 25th Massachusetts Regiment. For courage, bravery, acts of heroism, superior discipline of officers and men, Captain Pickett was advanced until he was placed in command of the 25th Regiment, and his action at Cold Harbor, where he was wounded and removed from the field of battle, was one of the courageous incidents of the war.

Before his death, and shortly after it, there was considerable discussion over an incident connected with the battle of Cold Harbor. It is claimed that technically Col. Pickett was placed under arrest by Gen. Stannard, his brigade commander. It was the alleged result of sharp words between Col. Pickett and his superior officer over an order which had been issued and which was not sufficiently clear for the Worcester colonel. Reference to this arrest was not made after the battle of Cold Harbor, where Col. Pickett displayed the most remarkable courage of his whole war career. Mr. J. Waldo Denny, historian of the 25th Regiment,

and Col. James Tucker, who succeeded Col. Pickett in command of the regiment, criticise this claim of arrest and deny that it ever existed in fact. The story of the arrest was printed during Gen. Pickett's life-time and was not denied until after his death. It was heralded over the country that Gen. Pickett died under military arrest, that he was proud of that fact and had refused to permit Senator George F. Hoar to have eliminated from the records, by special act of Congress, the fact of the arrest. Judging from the controversy which has developed since Gen. Pickett's death, the matter was of a trivial nature.

The dates of Gen. Pickett's successive enlistments and promotions are: Entered the service of the United States April 19, 1861, as 1st lieutenant of A Co., 3d Battalion Rifles; mustered out August 3, 1861; commissioned captain of A Co., 25th Massachusetts Infantry, October 12, 1861; major March 20, 1862; colonel October 29, 1862; severely wounded at battle of Cold Harbor June 3, 1864; retired January 10, 1865.

The work of the 25th and Col. Pickett has been praised by several of the writers on the battles of the war. Writing of the manner in which the 25th held the famous "Red Star" brigade of Gen. Heckman of the rebel army at Drewry's Bluff, A. A. Humphreys in "The Campaigns of the Civil War," says: "There rang out suddenly on the summer air such a crash of artillery and musketry as is seldom heard in war. * * * The time of the actual advance was not more than eight minutes. In that period more men fell bleeding as they advanced than in any other like period of time throughout the war. * * * No troops could stand such a fire, and the order to lie down was given all along the line."

COL. PICKETT,
During the War.

Col. Thomas Wentworth Higginson, the Worcester historian, says this of Cold Harbor: "In this battle of Cold Harbor the most formidable loss fell on the 25th Massachusetts Infantry, which reported 300 for duty and lost 69 killed or mortally wounded, including six officers, Adjt. Henry McConville, Capt. Thomas O'Neil, Lieuts. William Daley, Henry Matthews, Charles H. Pelton and James Graham. The wounded and missing bring the total list of regimental casualties up to 215—more than two-thirds of the whole number."

The battles in which Gen. Pickett took part as an officer, always with credit to the country, the army and the man are: Roanoke Island, Newbern, Rocky Run, Kinston, Whitehall, Goldsboro, near Kinston, Deep Gully, Rocky-hock Creek, Gum Swamp, Port

By O'Connor, Sculptor.
MEDALLION OF GEN. PICKETT.

Walthal Junction, Chesterfield Junction, Arrowfield Church, Palmer's Creek, Drewry's Bluff, Cobb's Hill; Cold Harbor, three days' battle, June 1, 2 and 3, 1864; Petersburg, two days; Petersburg and Appomattox River; Petersburg and Crater, Wise Forks.

Gen. Pickett's brevet to the single star rank was made January 3, 1864, after gallant and meritorious conduct during the war, special reference being made in the orders to his work at Cold Harbor.

President Andrew Johnson, in 1866, appointed Gen. Pickett postmaster at Worcester, and he served in that capacity until 1885. He was one of the three men of the first liquor license commission, in 1893, being appointed by Mayor H. A. Marsh; was one of the commissioners who built the Worcester armory and was a member of the armory commission at the time of his death; member and president of the City Guards Veteran Association at the time of his death; charter member of Massachusetts Commandery, Military Order Loyal Legion of United States, made up of army officers; member of the society of the Burnside Expedition, 9th Army Corps Association; president of the 25th Regiment Association; member of George H. Ward Post, G. A. R.; treasurer and disbursing officer of the relief fund, George H. Ward Post, 27 years; director of Worcester Electric Light Co.; member of Quinsigamond Lodge of Masons, being raised in Masonry in Montacute Lodge; member of Eureka Chapter, Royal Arch Masons; president of the Masonic Relief Associa-

tion; member of Worcester Society of Antiquity, Worcester County Mechanics Association, and many others locally.

General Pickett was married December 2, 1847, to Sarah Elizabeth Burnham of Essex. She died January 19, 1906, aged 88 years, leaving one son, William A. Pickett, who devoted his entire time during the last two years to the care of his father, and carefully looked after his every want during his last sickness.

The funeral took place January 17 in Church of the Unity on Elm Street, conducted by Rev. Charles B. Elder, assisted by Rev. Calvin Stebbins, of Framingham, former pastor of the church. There was present a delegation of military officers and a representative gathering of Worcester's citizens. The colors of the Loyal Legion were placed upon the casket, remaining until the close of the service at the church, this being an unusual honor. The bearers were Col. James Tucker of Boston, who took command of the 25th Regiment after Gen. Pickett was wounded at Cold Harbor; Gen. A. B. R. Sprague, Gen. Robert H. Chamberlain, Col. Theodore S. Johnson, Maj. Edward T. Raymond, Postmaster James W. Hunt, Samuel H. Putnam, sergeant major of the 25th Massachusetts Regiment; Hon. Alfred S. Roe, senior vice-commander of the Department of Massachusetts, G. A. R.

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"Trolley Freight" and "Finance."

JANUARY SMOKE TALKS.

January was a month of smoke talks in the Board of Trade social calendar. The first took place Thursday, January 2, the proposed trolley freight franchise being discussed by Mr. E. G. Connette, general manager of the Worcester Consolidated Street Railway Co., and Mr. J. Russel Marble, a director of Worcester Board of Trade, prominent business man and shipper of freight. The second took place Thursday, January 23, the subject being "Some Phases of the Financial Situation," the speakers being Mr. William D. Luey, president of the Worcester Trust Co., Mr. Alfred L. Aiken, treasurer of the Worcester County Institution for Savings, and Mr. Charles Perkins Adams, of Kinsley & Adams, bankers and brokers.

EDWARD G. CONNETTE.

In discussing the proposed trolley freight franchise Mr. Connette argued in its favor. He said the argument against the proposition on the ground that it would create an extra burden on the streets, is untenable because the transportation of property by the street railways is an advantage to the community at large; it reduces the delivered cost of goods to the consumer, diverts the wear and tear of heavy trucks from the streets, maintained at public cost, to tracks maintained by the railway and is a factor in relieving street congestion. One express car will carry the load of ten teams occupying five times the street space and which would take three times as long to do the same work. Freight can be delivered to merchants in adjoining cities sooner than it could have been delivered in the old days to the freight houses on the steam railroads. Worcester is admirably situated for the development of a trolley freight service, because it is surrounded with clusters of population contiguous to the city, which should be brought into closer touch commercially with our city.

Mr. Marble opposed the proposition in a general way on the ground that the proposed franchise seemed to him to be in many respects rather loosely drawn. He said he was not opposed to a reasonable and proper order which will allow the street railway company to carry such articles of merchandise as may be a convenience to the citizens of Worcester and the surrounding towns, under such reasonable restrictions as would guard the convenience of the whole people and under such regulations as will be fair and just. To allow an extended delivery of freight would be a gross injustice to the reasonably vested rights of the steam railroads. It would be an unreasonable competition for the street railways to be allowed to compete with the steam railroads. There should be a limit as to the size of the freight cars. Before the Worcester Consolidated Street Railway Co. attempts to do a freight business through the streets of the city of Worcester, it should first more perfectly do the business that it is now chartered to do. While the proposed franchise is asked for the Worcester Consolidated Street Railway Co., it is a matter of public knowledge that it is for the N. Y., N. H. & H. R. R. Co., who are owners in one form or another of the stock of the local street railway company, and sooner or later, in my judgment, you will find that you have the Adams or American Express company, or some association or consolidation of the two, or some holding company of one or both, possessed of this valuable franchise. Such franchise should limit the size and weight of the packages carried, the question of charges should be determined by some independent judicial body and shall not be disposed to any individual firm, corporation, association or holding company without a vote of the citizens of the city of Worcester at some general or special election.

J. RUSSEL MARBLE.

At the smoke talk for the discussion of the financial situation Mr. Luey was the first speaker. He gave a very brief history of the origin of money, the production of gold and the growth of capital and deposits from 1834 to the present time, showing that in 1906

it was more than $3,000,000,000. In deposits in banks there is duplication to a considerable extent, say two billions of dollars, and the banks hold something over one billion cash as a portion of their reserve. During the panic of 1893 deposits and loans decreased about $300,000,000. The recent panic has left us the currency question and an agitation for a guarantee of deposits of banks. The recent panic was practically world-wide. In this country better currency laws might have relieved the shortage of sufficient currency to meet the ordinary wants, but I think it could not have prevented the panic itself. Among the suggestions to improve the currency question is a central bank of issue. One proposition is to have a bank with 100 millions capital to be owned by the government and national banks and to confine its operations to those of the government where it would supersede the sub-treasuries, and it would do business, aside from the government work, only with banks. It would have special authority to issue circulation and, if properly conducted, would be a great power for good. On the other hand, a large bank like the one proposed would be a great factor in equalizing the rates for money and probably to make them lower. I think a large central bank one of the institutions we shall see in the near future. A bond-secured circulation of from 250 to 500 million dollars, in addition to the present supply, is another plan put forward to relieve the situation. Allow national banks to issue currency up to the amount of their capital, without security, and place a tax on the same sufficient to enable the government to guarantee the payment. The trouble is with credit and when that is over-extended there is likely to be a crisis. The so-called Fowler bill has, I think, more to recommend it than any other. It proposes to allow national banks to issue circulating notes to the amount of their capital, without other security than their own assets, on which they are to pay a tax of 2 per cent. per annum and also carry a deposit of 5 per cent. of their outstanding notes, to create a fund to guarantee their circulating notes and deposits. While I do not think it is the province of the national or state governments to guarantee deposits in banks any more than they should guarantee capital invested in railroads, yet I think they can and will tax the banks and create a fund for this purpose. A tax of one per cent. on the total deposits in banks throughout the country at this time would nearly pay all the losses that have occurred in the last forty years. The great question in this country in the future is to be one of credit rather than of currency. I think the banks are in better condition than ever before to provide for legitimate wants.

WILLIAM D. LUEY.

Mr. Aiken said that all banks are probably agreed that one of the resources at the time of the late financial disturbance, which should have been at the bankers' command, and available as a remedy for the trouble, broke down completely,—that is, our currency system. The remedies can, however, be divided into three distinct groups: first, that which is simply an extension of our antiquated and unsatisfactory system, *i. e.*, a bond-secured currency; second, asset currency, such as is provided under the Fowler bill, which implies the maintenance of our present discredited system of sub-treasuries and government financing; third, through the establishment of some sort of a central federal bank, which shall be owned by the national banks and federal government and which, with its branches throughout the country, should handle the financial operations of the federal government and serve as a bank of re-discount for the national banks of the country and through its issue of circulating notes should provide an elastic currency.

ALFRED L. AIKEN.

The first plan is exemplified by the so-called Aldrich bill, which is, to my mind, a make-shift of the poorest sort, and means simply a perpetuation of an already discredited and inadequate system. The proposed bond-secured currency fails, to my mind, of these requirements. The second plan is exemplified in the Fowler bill. There is, it seems to me, one fundamental objection to this, in that it perpetuates the present most vicious system of our treasury finances in which the federal government acts as its own banker and becomes, as a matter of fact, the worst hoarder of money that there is in the country. To the third plan, of a central bank, one great objection is raised, and that is the public antagonism to such a bank as a possible political power and as an instrument to be used for political ends. It seems, however, that it is the only scientific and satisfactory solution of our trouble.

Mr. Charles Perkins Adams in a short talk showed the effect of the crisis on the city of Worcester and studied for a moment the present situation of a certain class of our population and our responsibilities towards those who are feeling the real and the worst effects of the declining business. High rates of money during the recent panic and the consequent loss of orders and decline in business forced many of the manufacturing plants to discharge a part of their men until better times returned. Until that time comes, however, we must realize that during the severe months of winter a large class of worthy men and good workmen are out of employment.

CHARLES P. ADAMS.

Worcester Board of Aldermen of 1908.

MARK M. PATTERSON, Republican Alderman from Ward 1; born in Hamden, Delaware County, N. Y., in 1856; learned the machinist's trade after leaving school, and came to Worcester thirty years ago; worked at the machinist's trade in this city and went to work for the Morgan Spring Co. 21 years ago, being master mechanic at the plant; elected to the Board of Aldermen in 1906, it being his first political office.

JOHN P. HOLMGREN, Republican Alderman from Ward 2; born in Venersborg, Sweden, 33 years ago; came to Worcester with Sven E. Hanson, a friend of the family, in 1887; worked for Mr. Hanson and learned the machinist's trade; was employed at the Crompton Loom Works and the Washburn & Moen Manufacturing Co.; went to Waukegan, Ill., to set up the branch plant of the company in 1890; returned to Worcester in 1891.

PETER F. SULLIVAN, Democratic Alderman from Ward 3; born in Ireland June 29, 1870; came to Worcester when a boy and learned the printer's trade; afterward engaged in newspaper and periodical business and conducted a ticket agency; was bugler of the Emmet Guards, Ninth Regiment, M. V. M., and went through Spanish-American War as general musician on Col. F. B. Bogan's staff; elected to the Massachusetts Legislature from Ward 3 in 1900.

JAMES H. MELLEN, Democratic Alderman from Ward 4; editor and politician, was born in Worcester, Nov. 7, 1845; attended public schools and learned the moulder's trade; became identified with labor organizations early in their history; was State Master Workman of the Knights of Labor, and organized the first labor union in Worcester County; elected Representative to the Legislature in 1877 and served fourteen years in that body.

CORNELIUS S. MANNIX, Democratic Alderman from Ward 5; born in Worcester about forty-five years ago, son of Cornelius H. Mannix; attended public schools and devoted his business interests to real estate; has always lived in the ward from which he was elected to Board of Aldermen, and the ward lines have been changed three times since his residence there; elected to Board of Aldermen in 1907, it being his first public office.

WILLIAM FORSBERG, Republican Alderman from Ward 6; born in Uppruds Bruk, Dalsland, Sweden, April 18, 1860; came to Worcester in 1881; employed in galvanizing department, Washburn & Moen, south works; clerked in Swedish Co-operative Store two years; opened a dry goods store in Quinsigamond in own name in 1892, which he still conducts; director of Worcester Board of Trade; elected Alderman in 1907.

CHARLES H. HARRIS, Republican Alderman from Ward 7; born in Fitzwilliam, N. H., in 1864; educated in the village schools and the Troy high school; came to Worcester in 1885 and entered the employ of the Union Water Meter Co.; for the past sixteen years has been in the employ of the Crompton & Knowles Loom Works at the Grand street plant; is a foreman. Elected to City Council in 1904, serving two years; elected Alderman from Ward 7 in 1906.

JOHN W. MITCHELL, Republican Alderman from Ward 8; born in West Newfield, Me., September 20, 1855; went to Boston in 1875 and entered employ of Boston & Albany Railroad in baggage department; baggage master for road at Westboro and agent for Adams Express Co. for several years; went into provision business in Westboro in 1878; came to Worcester in 1885; engaged in grocery and provision business since that time.

GEORGE H. COATES, Republican Alderman from Ward 9; born in Windsor, Vt.; came to Worcester in 1870; started in business for himself in 1876, and organized the Coates Clipper Manufacturing Co., which is one of the successful manufacturing plants of Worcester; member of Worcester Continentals, Worcester Board of Trade, Worcester Economic Club, and Home Market Club at Boston; elected Alderman from Ward 9 at special election in 1907.

GEORGE F. BROOKS, Republican Alderman from Ward 10; born in Rindge, N. H., August 23, 1856; attended high school in Winchendon, and Howe's Business College in Worcester, in which he afterward became a teacher; resigned to accept position as bookkeeper for Harrington & Richardson Arms Co., and is now its treasurer and general manager; member of School Committee from Wards 7 and 8, from 1890 to 1902, and Alderman in 1906.

ARTHUR B. BRUNELL, Republican Alderman at large, born in St. Cesaire, Canada, June 26, 1861, came to Chicopee Falls in 1862 and Springfield in 1867, and came to Worcester in 1877; was employed by H. J. Jennings, a nickel-plater, for two years; introduced photo engraving and electrotyping in Worcester County; has been in business twenty-five years.

Worcester Board of Trade

11 FOSTER STREET, WORCESTER, MASS.

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Secretary, HERBERT M. SAWYER. *Treasurer*, SAMUEL D. SPEER.

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Board of Trade and Industrial Notes

The March meeting of the Board of Directors of Worcester Board of Trade takes place Thursday evening, March 12.

The Committee on Railroads and Transportation of the Board of Trade had a conference Jan. 22d with local representatives of the Boston & Albany, Boston & Maine, and New York, New Haven & Hartford Railroads, and also with a committee of the Worcester Council of the United Commercial Travelers' and the Worcester Commercial Travelers' Association. The first matter considered was that of effecting some change in the bulletin service at the Union Station. Mr. Charles Firth, agent of the Boston & Albany Railroad, assured the committee that this evil would be remedied, and that plans were already under way for a more explicit bulletin board, with correct announcement of arrival and departure of trains and the abolishment of the window bulletin, which has been unsatisfactory and misleading. A megaphone system will also be installed, giving passengers in the trainshed and waiting rooms this information. Better smoking accommodations were requested on the train that leaves Worcester over the Boston & Maine Railroad at 8.10 o'clock in the morning for Portland and other northern points. The committee was assured that this request would be undoubtedly granted. The reinstatement of the 9.15 a.m. express train over the Boston & Albany to Boston was brought up and is now being considered by the railroad. The committee was given to understand that more satisfactory freight service will be given. The 9.15 train will go on Feb. 23 as a result of the agitation.

The Wire Goods Company has issued a booklet entitled "Display Suggestions," showing the effect of window displays of wire goods. The displays are decidedly interesting and show attractive possibilities.

Charles B. Maynard, for twelve years connected with the Royal Worcester Corset Company, has organized a new company, and begins the manufacture of corsets at 49 Hermon Street, the former home of the Royal Worcester Corset Company. The new company is a close corporation with a capital of $50,000, Mr. Maynard being president and treasurer.

The carpenter shop, paint shop, machine shop, armature room and pits, comprising the repair shops of the Worcester Consolidated Street Railway Company at the Market Street carbarn, have been consolidated and John H. McMullin, superintendent of repairs and painting becomes superintendent of shops.

The Central Building Company, 58 Front Street, has been awarded the contract to put in a new store front and make alterations in the Besse, Bryant Company store at 20-22 Front Street. The entrance at No. 20 will be closed up and the show window extended. New stairs will be built from the second to the third and from the third to the fourth floors. The third floor will be fitted up for a shoe department.

A new size of grinding machine is being made by the Norton Grinding Company. It is the smallest of the line as built at the present time. It is made to swing the work up to six inches in diameter and thirty two inches long, though its ordinary working range is for work from half an inch to two and one-half inches in diameter.

The Norton system of steady rests is used. Three of these appliances are furnished with the machine, supplied with a set of work shoes for one diameter of work. These shoes are designed with a view to quick change from one size work to another.

Provision is made for grinding tapers up to two inches a foot. There is a centre grinding attachment arranged to grind centre points true, and to an accurate 60-degree angle. The machine weighs 3600 pounds.

Mr. Albert M. Powell, formerly of Woodward & Powell Planer Company, Webster Street, has organized the Powell Tool Company, and will manufacture a new high speed planer, upon which Mr. Powell has been at work for several years. The new business will be established in the Gold Street shops of the L. W. Pond Machine Company, and the lease includes machinery formerly used by the latter company. The company is to be incorporated with Mr. Powell and his two sons, Charles S. Powell and Alrie M. Powell, associated with him in the business. Edward P. Taft, for thirty-nine years associated in the planer business with P. Blaisdell & Company, and with the Whitcomb & Blaisdell Company, will be superintendent of the new shop. The company will first build one type of machine in one size, a 24 inch planer, designed especially for high speed forge work of the heaviest kind. The plan is to manufacture it with interchangeable parts, like a sewing machine, and the first work of the shop will be the manufacture of a complete set of jigs and fixtures for specialized processes of planer building.

F. W. Mark, builder, 4 Walnut Street, has been given the contract to build four new buildings at the Cuyahoga plant of the American Steel & Wire Company, in Cleveland.

The contract involves an estimated expenditure of approximately $300,000. Mr. Mark has erected many buildings for the Steel & Wire Company at its Worcester plants, and is well acquainted with the type of construction required by the corporation.

The contract calls for a rolling mill, 481 by 326 feet; a wire mill 456 by 326 feet; a transformer house, 72 by 36 feet, and a boiler house, 48 by 50 feet.

The buildings will be of brick, steel and concrete construction, and will be one story high each.

Twenty employees of the Linehan Corset Company, Austin Street, received recognition for faithful service from their employers when they received from the hands of Dr. Thomas J. Barrett, one of the directors, $10 in gold each.

Prentice Bros. Company has shipped recently to a customer in Italy what is believed to be the largest radial drill, equipped with quick change feed and speed boxes, ever built. It is an eight-foot machine, built to order. There are eight changes each of feed and speed. It has tapping attachment, friction back gearing, quick return and approach of spindle, and a patent roller clutch, by means of which the drill may be set ahead by hand after the power feed is engaged, saving time in starting the tool into the work. The height of the machine is twelve and one-half feet, and the weight about twelve tons.

Foreign Trade Opportunities

Inquiries of any information concerning the following heading will be answered by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C. In replying for addresses refer to file number.

No. 1829. **Pressed steel fire bars.**—The Bureau of Manufactures is in receipt of a communication from an organization in Western Europe requesting to be put in touch with manufacturers of pressed steel fire bars.

No. 1833. **Export representative.**—A New York business man writes the Bureau Manufactures that he would like to act as agent or commissioner for firms shipping goods to Central and South America.

No. 1846. **Automobiles.**—An American consul in Northern Europe reports that an inquiry has been made at the consulate for catalogues and price lists of the latest and most approved pattern of a physician's automobile.

Members Worcester Board of Trade.

Member — Industry — Address

Abbott, Clarence J., Manager, N. E. Tel. & Tel. Co., 26 Mechanic
Adams, Charles P., Banker, Broker, Kinsley & Adams, 349 Main
Adams, Herbert L., Corsets, Mass. Corset Co., 15 Union
Aiken, Alfred L., Banker, Worc. Co. Ins. for Savings, 365 Main
Alden, George I., Grinding Machinery, Norton Company, Greendale
Allen, Charles M., Teacher, Worc. Poly. Institute, 8 Dean
Allen, Charles L., Grinding Machinery, Norton Company, Greendale
Allis, Gardner S., Publisher, Drew Allis Co., 452 Main
Amidon, Fayette A., Manager, Worcester Market, The, 621 Main
Anderson, Verner G., Stationers, Anderson Bros., 900 Millbury
Ansley, O. Clayton, Manager, R. G. Dun & Co., 340 Main
Armington, Walker, Grocer, Walker Armington Co., 12 Lincoln Sq.
Armington, Walker, Jr., Grocer, Walker Armington Co., 12 Lincoln Sq.
Arnold, Frank O., Coal, F. O. Arnold, 887 Millbury
Asselta, Joseph A., Shoes, Goodyear Shoe Repairing Co., 395 Main
Ayres, Benjamin W., Typewriters, Remington Typewriter Co., 536 Main

Back, John R., Lathes, F. E. Reed Co., 122 Gold
Backstrom, William, Importer, Swedish Importing Co., 18 Central
Bagley, Herbert P., Oils, White & Bagley Co., 100 Foster
Bailey, Lester V., Insurance, Provident Life & Trust Co., 518 Main
Baker, Peter, Lead, Baker Lead Mfg. Co., 2 Cherry
Ballard, Harry, Real Estate, Worc. Land Imp. Co., 340 Main
Barber, George D., Envelopes, Worcester Envelope Co., 110 Foster
Barber, Henry D., Printer, Maynard-Gough Co., 187 Front
Barker, Forrest E., Commissioner, Mass. Gas Commission, 16 Reservoir
Barnard, George F., Roofers, Worc. Galvanized Iron Works, 74 Prescott
Barnard, Hiram E., Trunks, Barnard Bros. Co., 280 Main
Barnard, Walter B., Roofers, Worc. Galvanized Iron Works, 74 Prescott
Barnes, Frederick W., Builders' Finish, Hatch & Barnes Co., 146 Union
Barrett, Thomas, Mason, 41 Wellington
Bassett, George M., Textile Machinery, Johnson & Bassett, 111 Foster
Batchelder, Frank R., Cartridge Belts, Millis Woven Cartridge Belt Co., 51 Union
Bates, H. Ward, Insurance, Greene & Bates, 405 Main
Bates, Theodore C., Retired, 29 Harvard
Belisle, C. Edmond, Printer, Belisle Ptg. & Publishing Co., 112 Front
Benis, Albert L., Patterns, 5 Cypress
Bennett, Byron M., Accountant, Daniels, Cornell Co., 17 Mulberry
Bennett, Ernest P., Corsets, Royal Worcester Corset Co., 30 Wyman
Berg, Gustaf A., Real Estate, 204 Main
Bergstrom, Francis, Attorney, 340 Main
Bigelow, Horace H., Real Estate, 11 Foster
Bigelow, Julian F., Wire Goods, 11 Foster
Bigelow, Walter E., Lasts, S. Porter & Co., 25 Union
Bishop, John W., Builders, J. W. Bishop Co., 108 Foster
Bishop, John W., Jr., Builders, J. W. Bishop Co., 109 Foster
Bissonnette, John H., Real Estate, 1326 Main
Bjork, Nils, Millinery, 214 Main
Blackwood, George A., Corsets, Mass. Corset Co., 15 Union
Blake, George F., Iron, George F. Blake, Jr., & Co., Foster, cor. Mechanic
Blanchard, Frank S., Printer, F. S. Blanchard & Co., 6 Walnut
Blanchard, Henry F., Printer, F. S. Blanchard & Co., 6 Walnut
Blodget, Walter H., Produce, W. H. Blodget Co., 77 Park
Blodget, Walter H. Jr., Produce, W. H. Blodget Co., 77 Park
Bloom, William O., Dentist, 408 Main
Bond, Edgar M., Ice, Walker Ice Co., 25 Exchange
Booth, George F., Publisher, Worcester Gazette, 24 Mechanic
Booth, Thomas T., Looms, Crompton & Knowles Loom Works, Grand & Tainter
Borden, Clinton A., Bakers, N. E. Biscuit Co., Nebraska
Bosworth, Charles H., Special Agent, Worcester Board of Trade, 11 Foster
Bowker, Charles W., Hay, C. W. Bowker & Co., 24 Washington Sq.
Bowker, George A., Hay, C. W. Bowker & Co., 24 Washington Sq.
Bowker, Harrison W., Lawyer, 311 Main
Boyd, Morris C., Coal, M. C. Boyd & Bro., 536 Main
Boyden, George D., Painter, 41 Foster
Bradley, John E., Cars, Osgood Bradley & Sons, 18 Grafton
Bradley, Merritt E. Real Estate, 311 Main
Brannon, Henry, Builders' Finish, 21 Cypress
Brewer, E. Avery, Druggists, Brewer & Co., 56 Front
Briden, Frank J., Plumber, 37 Waldo
Bridges, Granby A., Boxes, Williams & Bridges, 74 Central
Brierly, John T., Mill Supplies, Crawford & Co., 665 Main
Briggs, Lucius W., Architect, Frost, Briggs & Chamberlain, 518 Main
Brigham, Arthur A., Caterer, State Mutual Restaurant, 340 Main
Brooks, George F., Firearms, Harrington & Richardson Arms Co., 320 Park Ave.
Brooks, Walter F., Corsets, Royal Worcester Corset Co., 30 Wyman
Brown, Freeman, Official, City Almoner, 9 City Hall
Brown, Irving Swan, Dry Goods, Denholm & McKay Co., 484 Main
Brown, Josiah, Gears, Worc. Gear Works, 41 N. Foster
Brown, Luther C., Dry Goods, Denholm & McKay Co., 484 Main
Brown, Ralph H., Structural, Eastern Bridge & Structural Co., Crescent
Brown, Windsor A., Physician, 160 Lincoln
Brown, William W., Clothing, 370 Park Av.
Brownell, George L., Twisting Machinery, 49 Union
Brunell, Arthur B., Electro plater, Worc. Electro-type & Photo-Engraving Co., 15 Vine
Bryant, George C., Clothing, Besse-Bryant Co., 24 Front
Buck, Waldo E., Insurance, Worc. Mfrs. Mut. Ins. Co., 314 Main
Buckley, Louis H., Envelopes, U. S. Envelope Co., 75 Grove
Bullock, A. George, Insurance, State Mutual Life Assurance Co., 340 Main
Burnham, Charles E., Insurance, Burnham Bros., 340 Main
Burbank, L. S., Cereal, Corn Crystal Co., 66 Beacon

Callahan, Thomas A., Plumbing Supplies, Callahan Supply Co., 32 Foster
Carlson, John, Furniture, Carlson Bros., 137 Millbury
Carpenter, Charles H., Real Estate, 726 Main
Carroll, Elbert H., Mechanical Engineer, Morgan Cons. Co., 21 Lincoln
Cather, Charles E., Envelopes, U. S. Envelope Co., 75 Grove
Chamberlain, R. H., Sheriff, 116 Summer
Chapin, Charles S., Steam Fitter, Washburn & Garfield Mfg. Co., Foster
Charbonneau, Felix J., Hatter, F. J. Charbonneau Co., 8 Front
Chase, Charles A., Banker, Worc. Co. Ins. for Savings, 365 Main
Clarke, Reginald W., Underwear, W. H. Burns Co., 69 Park
Clark, Charles D., Paints, G. H. Clark & Co., 6 Norwich
Clement, Albion S., Shoes, Cummings Co., 60 King
Clement, Merton W., Physician, 811 Main
Cleveland, Richard C., Cement, Smith-Green Co., 56 Bloomingdale Rd.
Clifford, Robert W., Furniture, 306 Main
Clinton, DeWitt, Official, City Treasurer, City Hall
Coates, George H., Clippers, Coates Clipper Mfg. Co., 237 Chandler
Cobb, Hollis W., Attorney, Thayer & Cobb, 340 Main
Coe, S. Hamilton, Insurance, Mutual Life Insurance Co., 44 Front
Coghlin, John F., Electrical Engineer, Coghlin Electric Co., 234 Main
Coleman, George S., Chief Engineer, Fire Department, 3 Mercantile
Colton, Samuel H., Retired, 38 May
Colvin, James A., Iron Founder, 52 Jackson
Comins, Arthur C., Woolen Manufacturer, Comins & Co., Rochdale, Mass.

Member Industry Address

Comins, Irving E., Woolen Manufacturer, Comins & Co., Rochdale, Mass.
Congdon, Gideon G., Draughtsman, J. W. Bishop Co., 109 Foster
Connette, Edward G., Manager, Worc. Cons St. Rway. Co., 107 Main
Cook, William H., Valentines, George C. Whitney Co., 67 Union
Cosgrove, Mark F., Shoes, 78 Front
Coughlin, William H., Electric Light, Worcester Elec. Light Co., 66 Faraday
Cowan, Robert, Provisions, 90 Maywood
Cowee, Edward A., Grain, 14 Lincoln
Crompton, George, Manufacturer, Winthrop
Crosby, William F., Investments, 311 Main
Cross, Edward J., Contractor, 82 Foster
Cumming, Alfred J., Clothing, Ware-Pratt Co., 388 Main
Curtis, Albert B., Oil Extractor, 10 Loudon
Curtis, Edwin P., Agricultural Machinery, Richardson Mfg. Co., 84 Prescott
Curtis, John D., Agricultural Machinery, Richardson Mfg. Co., 84 Prescott
Cutting, George B., Contractor, George H. Cutting & Co., 11 Foster

Dadmun, Wilton W., Screws, Worc. Mach. Screw Co., 79 Beacon
Davis, Alonzo G., Banker, Merchants' Nat'l Bank, 452 Main
Davis, Dwight A., Stationers, Davis & Banister, 389 Main
Davis, Gilbert G., Printer, Davis Press, 38 Front
Davis, Wayland C., Boxes, Baker Box Co., 82 Foster
Davison, Walter F., Produce, W. H. Blodget Co., 75 Park
Dean, Oliver M., Brooms, 170 Austin
Delano, Ward P., Architect, Fuller & Delano Co., 452 Main
DeMarco, Joseph, Ticket Agent, 130 Shrewsbury
Denholm, William J., Builders, Norcross Bros. Co., 10 E. Worcester
Dewey, Francis H., Railway Official, Worc. Cons. St. Rway. Co., 107 Main
Dewey, George T., Attorney, Kent & Dewey, 311 Main
DeWitt, Alexander, Retired, Kinnicutt & DeWitt, 340 Main
Dodge, Edwin E., Furniture, Dodge Furniture Co., 615 Main
Dodge, Rufus B., Attorney, Dodge & Taft, 340 Main
Dolliver, Edward B., Screws, Worc. Mach. Screw Co., 79 Beacon
Dorais, Urgel, Carpenter, Dorais & Dupuis, 3 New Sutton Lane
Dowd, John J., Letter Carrier, Post Office, Post Office
Drury, Frank A., Banker and Broker, Drury & Bonney, 370 Main
Dunham, William H., Bakers, N. E Biscuit Co., Nebraska
Dunn, E. Bruce, Wire, Spencer Wire Co., 91 Webster
Durfee, Franklin B., Builder, Central Building Co., 58 Front
Dyke, Henry H., Lumber, Stone & Foster Lumber Co., Union cor. Central

Eames, D. H., Clothing, D. H. Eames Co., 427 Main
Earle, Stephen C., Architect, 339 Main
Early, James, Deputy Sheriff, 340 Main
Edstrand, J. Henry, Dry Goods, Edstrand & Peterson, 217 Main
Edwards, Victor E., Mechanical Engineer, Morgan Construction Co., 21 Lincoln
Ellsworth, J. Lewis, Farmer, 325 Salisbury
Ely Lyman A., Real Estate, 9 Main
Enberg, Carl A., Grocers, Enberg & Strandberg, 40 Greenwood
England, William A., Jeweler, 44 Cedar
Eagler, Edmund A., Educator, Worc. Poly. Institute, 11 Hoynton
Estabrook, Arthur E., Real Estate, 8 Lagrange
Estabrook, Herbert W., Dry Goods, C. T. Sherer Co., 52 Front

Fairbanks, Herbert H., Treasurer, Worc. Elec. Light Co., 66 Farraday
Fanning, David H., Corsets, Royal Worc. Corset Co., 30 Wyman
Ferdinand, George H., Furniture, Ferdinand Furniture Co., 247 Main
Fernald, George H., Agent, N. Y. C. R. R. (In Boston), 14 Windsor
Fiske, Burton C., Contractor, G. H. Cutting & Co., 11 Foster
Fiske, Herbert L., Bill Posting, Fiske Bill Posting Co., 76 Exchange
Fletcher, Edward F., Tube Cleaners, Reversible Tube Cleaner Co., 26 Southbridge
Flint, Albert E., Dry Goods, Denholm & McKay Co., 484 Main
Forbes, William T., Probate Judge, Court House, 1 Court House

Member Industry Address

Forsberg, Wilhelm, Dry Goods, Wilhelm Forsberg & Co., 28 Greenwood
Foster, Marcus L., Lumber, Stone & Foster Lumber Co., Union cor. Central
Fowler, Rufus B., Attorney, 311 Main
Foye, Frank W., Bolts, Thomas Smith Co., 14 Cypress
Freeman, John C., Opticians, J. C. Freeman & Co., 376 Main
Friedman, Simon G., Attorney, 340 Main
Frost, Edward E., Hotel, Lincoln House, 3 Elm
Frost, Frederick E., Stationer, 505 Main
Fuller, Robert L., Architect, Fuller & Delano, 452 Main
Fisher, Clellan W., Architect, 340 Main

Gage, Homer, Physician, 72 Pearl
Gage, Thomas H., Physician, 50 Pearl
Gardner, Henry O., Slippers, Worcester Slipper Co., 370 Park Ave.
Garfield, Roy M., Dentist, 405 Main
Garland, Edmund A., Grain, J. B. Garland & Son, 15 Grafton
Garland, Joseph B., Grain, J. B. Garland & Son, 15 Grafton
Garst, Julius, Physician, 29 Oread
Gates, Charles L., Real Estate, 518 Main
Gates, William H., Chains, Baldwin Chain & Mfg. Co., 199 Chandler
George, Jerome R., Mechanical Engineer, Morgan Construction Co., 21 Lincoln
Gifford, A. W., Hardware, A. W. Gifford & Co., 42 Lagrange
Gilman, Moses D., Candy, Gilman & Moffett, 207 Main
Goddard, Harry W., Wire, Spencer Wire Co., 91 Webster
Goding, Jacob L., Real Estate, 311 Main
Golbert, Robert L., Lasts, Golbert Last Co., 19 Church
Goodell, John B., Hardware, Duncan & Goodell Co., 404 Main
Goodwin, S. Foster H., Hardware, Duncan & Goodell Co., 404 Main
Gordon, Lyman F., Drop Forgings, Wyman & Gordon Co., 30 Bradley
Gould, Herbert F., Wool Card Machinery, Lombard Machine Co., 64 School
Grant, Charles E., Insurance, 340 Main
Guy, Elbridge G., Furniture, Guy Furniture Co., 517 Main
Grant, William J., Clerk, Post Office, Post Office

Hadley, Edward M., Supt., 82 Foster
Hall, G. Stanley, Educator, Clark University, 950 Main
Hall, William J., Real Estate, 518 Main
Hamilton, James P., Banker, Worcester National Bank, 11 Foster
Hammond, Winthrop, Clothing, Hammond Clothing Co., 526 Main
Harrington, Daniel A., Stable, 35 Central
Harrington, Edwin C., Firearms, Harrington & Richardson Arms Co., 320 Park Ave.
Harrington, Francis A., Real Estate, 518 Main
Harrington, John W., Firearms, Harrington & Richardson Arms Co., 320 Park Ave.
Harris, Henry F., Attorney, 340 Main
Hart, William Real Estate, 26 Lenox
Haskell, H. Spencer, Attorney, 348 Main
Hassam, Walter E., Paving, Hassam Paving Co., 311 Main
Hatch, George, Builders' Finish, Hatch & Barnes Co., 196 Summer
Haven, Arthur B., Clothing, D. H. Eames Co., 427 Main
Hayer, Arthur E., Carriage Maker, 548 Park Ave.
Hayes, Henry H., Envelopes, N. E. Envelope Co., Eden
Healy, Richard, Cloaks, Furs, 512 Main
Hedlund, Olof G., Coal, 195 Union
Heslor, Harry J., Produce, J. Heslor & Co., 212 Summer
Hewett, George F., Liquor, George F. Hewett Co., 41 Waldo
Heywood, Albert S., Shoes, Heywood Boot & Shoe Co., 70 Winter
Heywood, Samuel R., Shoes, Heywood Boot & Shoe Co., 70 Winter
Higgins, Aldus C., Grinding Machinery, Norton Company, Greendale
Higgins, Francis E., Wall Paper, E. G Higgins Co., 278 Main
Higgins, John W., Pressed Steel, Worc. Pressed Steel Co., North Ave.
Higgins, Milton P., Grinding Machinery, Norton Co., Greendale
Hildreth, Andrew G., Overalls, 25 Hermon
Hill, Charles G., Photo Plates, Phoenix Plate Co., 39 Queen
Hill, Joseph P., Clothes Dryers, Hill Dryer Co., 344 Park Av.
Hobbs, Clarence W., Box Machinery, Hobbs Mfg. Co., 26 Sallsbury
Hobbs, Clarence W., Jr., Attorney, 340 Main
Hodgson, Haggis, Yarns, Queensbury Mills, 6 Sargent

Member Industry Address

Homer, Charles A., Dry Goods, J. C. MacInnes Co., 462 Main
Hopkins, Frederick F., Insurance, State Mut. Life Assur. Co., 340 Main
Howard, Samuel L., Builder, Box 23, Sta. A
Howe, Daniel A., Teas, 273 Main
Howell, Thomas, Physician, City Hospital, City Hospital
Howes, Albert L., Razor Strops, Eddy Mfg. Co., 42 Southbridge
Hunt, John B., Auditor, N. E. Tel. & Tel. Co., Holden, Mass.
Hunt, James W., Postmaster, Post Office, Post Office
Hurley, Timothy J., Printer, 38 Front
Hutchins, Arthur K., Looms, Crompton & Knowles Loom Wks., Grand
Hutchins, Charles F., Castings, Standard Foundry Co., 75 Talnter
Hutchins, C. Henry, Looms, Crompton & Knowles Loom Wks., Grand
Hutchins, Geo. F., Looms, Crompton & Knowles Loom Wks., Grand

Inman, Albert H., Iron, Pratt & Inman, 14 Cherry
Inman, William H., Iron, Pratt & Inman, 14 Cherry

Jefferds, John G., Fertilizers, L. B. Darling Fertilizer Co., Greenwood
Jefferies, Ebenezer A. W., Mech Engineer, Morgan Construction Co., 21 Lincoln
Jefts, Elmer F., Builders' Finish, Estate of F. Jefts, 151 Union
Jeppson, George N., Grinding Machinery, Norton Company, Greendale
Jeppson, John, Grinding Machinery, Norton Company, Greendale
Johnson, Henry B., Grocers, Johnson & Kettell Co., 21 Bridge
Johnson, William W., Clothing, Ware-Pratt Co., 388 Main

Kendall, Charles D., Leather Goods, Warren Leather Goods Co., 80 Austin
Kilgore, John M., Insurance, Northwestern Mut. Life Ins. Co., 302 Main
King, Charles A., Grocers, Smith, Adams & Co., 8 Trumbull
King, Edward P., Meters, Union Water Meter Co, 33 Hermon
King, Henry W., Attorney, Rice, King & Rice, 19 Pearl
Kingston, John P., Architect, 518 Main
Kinney, Albert B. F., Sporting Goods, A. B. F. Kinney & Co., 539 Main
Kinnicutt, Lincoln N., Retired, Kinnicutt & DeWitt, 322 Main
Kinsley, Sumner A., Artists, Engravers, Woodbury-Carlton Co., 4 Walnut
Kittredge, John J., Monumental Wks., Hope Cemetery Monumental Wks., 152 Webster
Knowles, Frank P., Looms, Crompton & Knowles Loom Wks., Grand

Lamson, Charles D., Gas, Worcester Gas Light Co., 240 Main
Lange, Hermann F. A., Florist, 294 Main
Leach, Herbert N., Contractor, J. W. Bishop Co., 109 Foster
Legg, John, Woolen Goods, Worcester Woolen Mill Co., 17 Southgate
Lewis, Homer P., Supt. Schools, City Hall, City Hall
Lindberg, John A., Grocers, J. A. Lindberg & Son, 24 Greenwood
Littlefield, Henry F., Florist, 552 Main
Logan, James, Envelopes, U. S. Envelope Co., 75 Grove
Longley, Charles S., Restaurant, 418 Main
Loughrey, Joseph J., Provisions, S. Scheuer & Co., 158 Front
Lowell, Alfred S., Millinery, A. S. Lowell Co., 353 Main
Luey, William D., Banker, Worcester Trust Co., 342 Main
Lynch, Edward W., Furniture, E. W. Lynch Furniture Co., 256 Main
Lytle, William A., Clothing, W. A. Lytle Co., 401 Main

Macgowan, Henry A., Insurance, Macgowan & McGown, 302 Main
MacInnes, John C., Dry Goods, J. C MacInnes Co., 462 Main
Mackie, Charles D., Florist, 3 Pleasant
Mackintire, George W., Insurance, State Mutual Life Assur Co., 340 Main
Marble, Albert C., Textile Machinery, Curtis & Marble Mach. Co., 72 Cambridge
Marble, Arthur J., Civil Engineer, 44 Front
Marble Charles E., Textile Machinery, Curtis & Marble Mach. Co., 72 Cambridge
Marble, Edwin H., Textile Machinery, Curtis & Marble Mach. Co., 72 Cambridge
Marble, John O., Physician, 16 Murray Av.
Marble, J. Russel, Paints, oils, etc., J Russel Marble & Co., 440 Main
Marble, William C., Textile Machinery, Curtis & Marble Mach. Co., 72 Cambridge
Mark, Frederick W., Contractor, 4 Walnut
Marsh, Henry A., Banker, Worcester Trust Co., 344 Main

Member	Industry	Address
Marshall, Clinton S.,	Wire, Am. Steel & Wire Co.,	94 Grove
Matthews, Ambrose T.,	Sheet Metal, Matthews Mfg. Co.,	104 Gold
Mattson, Charles E.,	Furniture, C E Mattson & Co.,	349 Millbury
Maynard, Herbert A.,	Brewing, Worcester Brewing Corpn.,	75 E. Worc.
McCullagh, Archibald,	Real Estate, Am. Real Estate Co.,	340 Main
McDermid, Archibald,	Express, Am. Express Co.,	30 Front
McHale, Paul,	Restaurant, Putnam & Thurston Co.,	381 Main
McHenry, M. Francis,	Yeast, Fleischmann Co.,	671 Main
McMahon, Michael F.,	Machinists' Tools, McMahon & Co., Water cor. Ledge	
Merrifield, Henry K.,	Real Estate, Merrifield Buildings Trust,	100 Exchange
Miller, A. Sherman, Jr.,	Structural, Eastern Bridge & Structural Co.,	Crescent
Miner, Edward F.,	Contractors, Central Bldg. Co.,	58 Front
Mirick, Albert H.,	Produce, A H. Mirick & Co.,	7 Park
Mirick, George W.,	Furniture,	202 Main
Mitchell, John W.,	Grocer,	37 Newbury
Mooney, Richard H.,	Teacher, Public Schools,	204 Vernon
Morgan, Charles H.,	Rolling Mills, Morgan Construction Co.,	21 Lincoln
Morgan, Paul B.,	Rolling Mills, Morgan Construction Co.,	21 Lincoln
Moriarty, Peter B.,	Druggist,	648 Main
Moulton, Edward,	Jeweler,	399 Main
Mugford, Albert,	Engraver,	19 Church
Munroe, Alexander C.,	Insurance, A. C. Munroe & Ingraham,	492 Main
Muir, Downie D.,	Banker, Merchants Nat. Bank,	452 Main
Muzzy, Lewis C.,	Accountant,	140 Elm
Myers, Thomas F.,	Mechanical Engineer, Massachusetts Engineering School,	8 Canal
		5 Farwell
Nelson, Nicholas,	Carpenter,	
Norcross, Orlando W.,	Builders, Norcross Bros Co.,	10 E. Worcester
Nourse, W. J. B.,	Mercantile Agency, Bradstreet Company,	311 Main
O'Keefe, Joseph,	Dry Goods, Barnard, Sumner, Putnam & Co.,	327 Main
Orr, James E.,	Bleachers, Worc. Bleach & Dye Works,	61 Fremont
Ostberg, Carl F.,	Plumber,	1090 Main
Overlock, Melvin G.,	Physician,	91 Chandler
Paine, Nathaniel,	Banker, Worcester Trust Co.,	344 Main
Park, George A.,	Insurance, Tatman & Park,	408 Main
Parker, Charles D.,	Engines, A. Burlingame Co.,	22 Cypress
Parker, Charles W.,	Restaurant, Putnam & Thurston Co.,	381 Main
Parmelee, Arthur W.,	Retired,	4 King
Peacock, John,	Retired,	13 Benefit
Peck, Howard O.,	Pickles, Worcester Specialty Co.,	10 Spring
Penniman, George P.,	Veterinarian,	105 Commercial
Perry, Charles H.,	Physician,	900 Main
Perry, Frank D.,	Car Sprinklers, Am. Car Sprinkler Co.,	518 Main
Petterson, Lars M.,	Contractor,	21 Edward
Phelps, William J.,	Grain (At Boston),	1 Germain
Phillips, Edwin M.,		340 Main
Pierce, Edwin S.,	Liquors, E. S. Pierce Co.,	69 Mechanic
Pinkham, Charles H.,	Collector of Customs, Post Office,	Post Office
Pinkham, Edwin G.,	Builders, J. W Bishop Co.,	109 Foster
Pinney, Henry J.,	Cigars, Rawson Cigar Co.,	391 Main
Pion, John B.,	Grain, Pierre Pion & Son,	134 Southbridge
Pomeroy, Charles J.,	Hotel, Warren Hotel,	201 Front
Poole, Willard C.,	Bakers, N E Biscuit Co.,	Nebraska
Porter, Walter C.,	Lasts, S. Porter & Co.,	25 Union
Post, Charles B.,	Commercial School, Worcester Business Institute,	476 Main
Potter, Burton W.,	Attorney, Potter & Potter,	348 Main
Potter, Elmer C.,	Attorney,	340 Main
Powell, Albert M.,	Planers, Powell Tool Co.,	Gold cor. Assonet
Power, John J.,	Contractor,	1 Granite
Powers, Frank E.,	Cement,	20 Southgate
Pratt, Albert L.,	Insurance,	518 Main
Pratt, Henry S.,	Clothing, Ware-Pratt Co.,	388 Main
Prentice, Harrison S.,	Real Estate,	24 Chestnut
Prior, Wright S.,	Mining,	7 Lenox
Putnam, Otis E.,	Dry Goods, Barnard, Sumner & Putnam Co.,	327 Main
Putnam, Willis E.,	Builders' Finish,	13 Cypress

Member	Industry	Address
Qvarn, John F.,	Carpenter,	115 Eastern Av.
Raokin, John,	Carpenter, Rankin & Woodside,	38 Burncoat
Raymenton, William H.,	Naturalist, Worc. Natural History Society,	12 State
Reed, Edgar,	Screws, Reed & Prince Mfg. Co.,	Duncan Av.
Reed, Frederick E.,	Lathes, F. E. Reed Co.,	124 Gold
Rice, George C.,	Farmer,	12 Summit
Rice, William E.,	Retired,	41 Elm
Richardson, Alfred F.,	Deputy Sheriff,	340 Main
Richardson, Frank A.,	Telephones,	34 Southbridge
Robbins, Alanson, P.,	Contractor,	452 Main
Robinson, Winslow H.,	Tinsmith,	3 Prescott
Rome, Nathan,	Dry Goods, I Rome & Son,	84 Winter
Ross, Walter D.,	Seeds, Ross Bros. Co.,	90 Front
Rugg, Arthur P.,	Justice Supreme Court,	488 Pleasant
Runo, Victor E.,	Attorney,	340 Main
Sampson, Fred M.,	Coal, Blake, Sampson & Co.,	26 Pleasant
Sanford, William H.,	Stationers, Sanford-Putnam Co.,	310 Main
Sargent, William W.,	Carriages, J. W. Sargent & Son Co.,	34 Waldo
Savory, Henry P.,	Express, Adams Express Co.,	18 Foster
Sawyer, Herbert M.,	Secretary, Worcester Board of Trade,	11 Foster
Sawyer, Thomas J.,	Machinist,	47 Hermon
Sawyer, William H.,	Lumber, W. H Sawyer Lumber Co.,	66 Lincoln
Schervee, Herman,	Photographer, Schervee & Bushong,	328 Main
Schouler, Thomas T.,	Superintendent, Home Farm, Home Farm	
Scofield, William B.,	Manufacturer,	973 Main
Scott, David A.,	Laundry, Union Laundry,	7 Prescott
Scott, George H.,	Locomotive Supplies, Worc. Injector & Valve Co.,	11 Union
Scrimgeour, James B.,	Real Estate,	518 Main
Sears, John A.,	Ice, Walker Ice Co.,	102 Thomas
Sessions, Frank E.,	Caskets, F. E. Sessions & Co.,	18 Eaton Pl.
Sherer, Joseph F.,	Dry Goods, C. T. Sherer Co.,	52 Front
Sherman, John A.,	Envelopes, Sherman Env. Co.,	60 Prescott
Shermao, J. Edward,	Envelopes, Sherman Env. Co.,	60 Prescott
Sibley, Charles H.,	Attorney,	340 Main
Sibley, Willis E.,	Attorney,	340 Main
Silven, Gustaf A.,	Provisions,	870 Millbury
Sinclair, Harry R.,	Dies and Wrenches, W. & S. Mfg. Co.,	9 Hunt
Sinclair, Joseph W.,	Agent, B. & M. R. R.,	Lincoln Sq.
Slobin, Samuel,	Paper,	87 Millbury
Smith, Channing,	Woolens, Valley Woolen Mills,	Leicester
Smith, Elliott T.,	Grocers, E. T. Smith Co.,	203 Summer
Smith, Frank A.,	Grocers, E. T. Smith Co.,	203 Summer
Smith, Frank B.,	Attorney, Smith, Gage & Dresser,	314 Main
Smith, Harold B.,	Teacher, Worc. Poly. Institute,	20 Trowbridge Rd.
Smith, Henry E.,	Shoes, H. E. Smith & Son,	12 Salem
Smith, Ira P.,	Heating, Central Supply Co.,	Commercial and Foster
Smith, Joseph A.,	Dentist,	476 Main
Smith, Reuben G.,	Cashier, Royal Worc. Corset Co.,	30 Wyman
Spaulding, Albert A.,	Dry Goods, J. C. MacInnes Co.,	462 Main
Spaulding, William M.,	Belting, Graton & Knight Mfg. Co.,	102 Bloomingdale Road
Sprague, Augustus B. R.,	Electric Light, Worc. Elec. Light Co.,	66 Faraday
Spurr, Samuel D.,	Banker, Worcester Nat. Bank,	11 Foster
Stevens, Charles F.,	Attorney,	656 Main
Stevens, Genery,	Produce, G. Stevens & Son,	58 Bridge
Stewart, James C.,	Boilers, Stewart Boiler Wks.,	Albany
Stimpson, Frank E.,	Accountant, Crompton & Knowles Loom Wks.,	Grand
Stimpson, George E.,	Office Furniture, G. E Stimpson & Co.,	57 Pleasant
Stobbs, Charles R.,	Printer,	16 Mechanic
Stone, Albert H.,	Banker, Mech. Nat. Bank,	303 Main
Stone, Arthur M.,	Retired,	850 Main
Strandberg, John A.,	Grocers, Enberg & Strandberg,	40 Greenwood
Stratton, Charles G.,	Woolens, Curtis Mfg. Co.,	59 Webster
Streeter, Clarence R.,	Sand, Streeter & Son,	1 Glenwood
Sumner, Howard E.,	Coal,	9 Pleasant

Member	Industry	Address
Swift, Willard E.,	Envelopes, U. S. Envelope Co.,	75 Grove
Stevens, Geo. A.,	Grain,	36 Southbridge
Taft, Arthur M.,	Attorney,	405 Main
Taft, George S.,	Attorney,	314 Main
Tatman, Charles T.,	Attorney,	311 Main
Taylor, Forrest W.,	Real Estate,	438 Main
Taylor, Ransom C.,	Real Estate,	438 Main
Taylor, Ransom F.,	Real Estate,	438 Main
Thayer, Charles M.,	Attorney,	340 Main
Thayer, Henry W.,	Carpenter,	27 West Boylston
Thomas, Alfred,	Carpets, Whittall & Thomas,	Brussels
Thompson, James A.,	Express, J. A. Thompson & Co.,	28 Pearl
Thompson, John E.,	Physical Director,	311 Main
Thorn, Charles J.,	Grocer,	352 Millbury
Tilden, George L.,	Advertising, Geo. L. Tilden & Co.,	377 Main
Torrey, Joseph R.,	Razors, J. R. Torrey & Co.,	128 Chandler
Torrey, Lewis H.,	Razor Strops, J. R. Torrey & Co.,	128 Chandler
Townsend, Henry E.,	Insurance, Mass. Mutual,	518 Main
Tribe, George T.,	Architect,	306 Main
Trulson, Martin,	Hotel, Hotel du Nord,	39 Summer
Tucker, Elmer G.,	Jewelry,	323 Main
Turner, William,	Razors, J. R. Torrey Razor Co.,	128 Chandler
Upham, Roger F.,	Insurance, Worc. Mut. Fire Ins. Co.,	377 Main
VanCmmersen, Richard,	Freight Agent, B. & A. R. R.,	385 Main
Vars, George H.,	Fabrics, American Narrow Fabric Co.,	15 Hermon
Vaughan, Charles A.,	Contractor,	28 William
Waite, Martin P.,	Druggist, Brewer & Co.,	56 Front
Waring, Frederick E.,	Manager, N. E. Tel. & Tel. Co.,	26 Mechanic
Washburn, Charles G.,	Attorney,	314 Main
Washburn, Riginald,	Wire, Wire Goods Co.,	28 Union
Watson, Edwin J.,	Wire, Am. Steel & Wire Co.,	94 Grove
Watson, Edwin L.,	Cards and Heddles, L. S. Watson Mfg. Co.,	Leicester, Mass.
Webb, George D.,	Granite, Webb Granite & Cons. Co.,	40 Crescent
Wesson, Walter G.,	Shoes, J. E. & W. G. Wesson,	7 Asylum
Wheaton, Langdon B.,	Optician, Wheaton & Bowers,	366 Main
Whipple, William T.,	Grocers, Daniels, Cornell Co.,	Mulberry
Whitcomb, G. Henry,	Retired,	53 Main
White, Franklin B.,	Retired,	74 Elm
White, Levis G.,	Ice, Walker Ice Co.,	25 Exchange
White, William W.,	Water Wheels, Holyoke Mach. Co.,	81 Thomas
Whitney, George C.,	Valentines, Geo. C Whitney Co.,	67 Union
Whittall, Matthew J.,	Carpets,	Brussels
Whittemore, Fred A.,	Pork Packing,	Putnam Lane
Whittemore, Arthur N.,	Grain, A. N. Whittemore & Co.,	5 Beacon
Whittle, James H.,	Ash Sifters,	150 Harlow
Willard, Frank H.,	Leather Belting,	102 Bloomingdale Road
Williams, Frank T.,	Looms, Crompton & Knowles Loom Wks.,	Tainter
Williams, George A.,	Boxes,	Hartford, Conn.
Willis, Fred L.,	Secretary, Y. M. C. A.,	10 Elm
Winslow, Samuel E.,	Skates, S. Winslow Skate Mfg. Co.,	31 Mulberry
Wood, Albert,	Physician,	71 Pleasant
Woodward, Preston A.,	Provisions, G. F. Swift & Co.,	22 Shrewsbury
Woodward, Samuel B.,	Physician,	58 Pearl
Wood, Oliver B.,	Printer, Commonwealth Press,	50 Foster
Wood, Pliny W.,	Lumber, W. H. Sawyer Lumber Co.,	66 Lincoln
Woodbury, John C.,	Engraving, Woodbury-Carlton Co.,	4 Walnut
Woods, Arthur W.,	Civil Engineer,	518 Main
Woods, William J.,	Clothing, W. J. Woods Co.,	46 Front
Woodward, Edward M.,	Planers, Woodward & Powell Planer Co.,	99 Webster
Woodward, William,	Banker, Worcester Trust Co.,	344 Main
Wright, Carroll D.,	Educator, Clark College,	958 Main
Wright, George M.,	Wire, Wright Wire Co.,	69 Hammond
Wright, Harry M.,	Plumber,	61 Florence
Wright, Morris S.,	Piano Hardware, M. S. Wright Co.,	49 Hermon
Young, Arthur O.,	Coal, C. W. Claflin & Co.,	375 Main

The WORCESTER MAGAZINE

Illustrated

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A BRUSH ON THE SPEEDWAY.

Published by Worcester Board of Trade,

MARCH, 1908

WOODBURY CARLTON CO.

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A Wonderful Invention in Steam Circulation
The Vacuum System Perfected

As is generally known by all users of steam, vacuum heating, which does away entirely with the use of Air Valves and leaves the entire system and every portion of the radiating surface open to the action of steam, is the only correct method of heating. It has never been possible heretofore to adopt this method for house heating owing to the inability of making and maintaining a vacuum. In factories this system has heretofore only been used by maintaining a steam or power pump at great expense. In our system all of these objections are entirely done away with.

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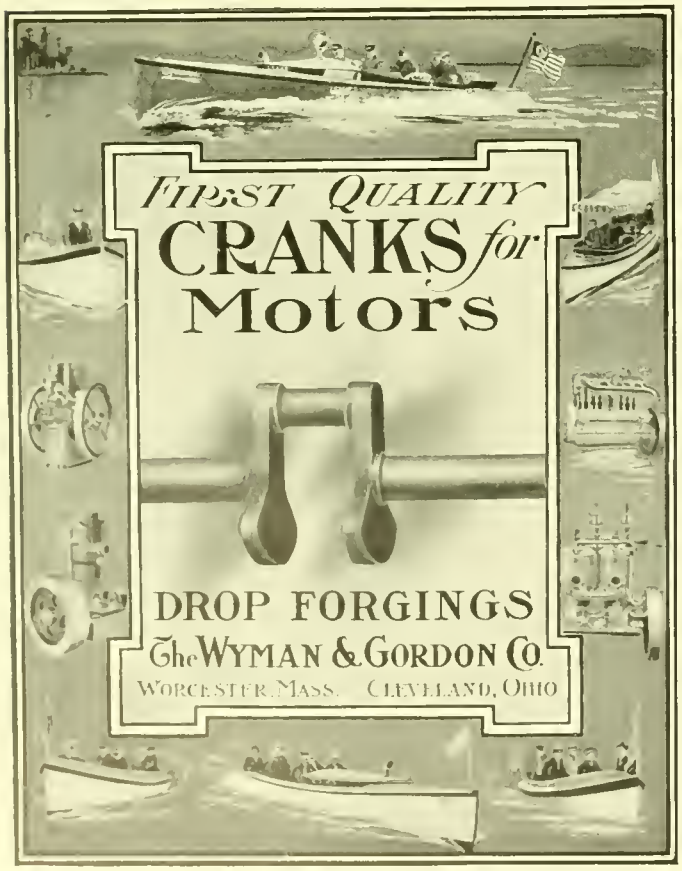

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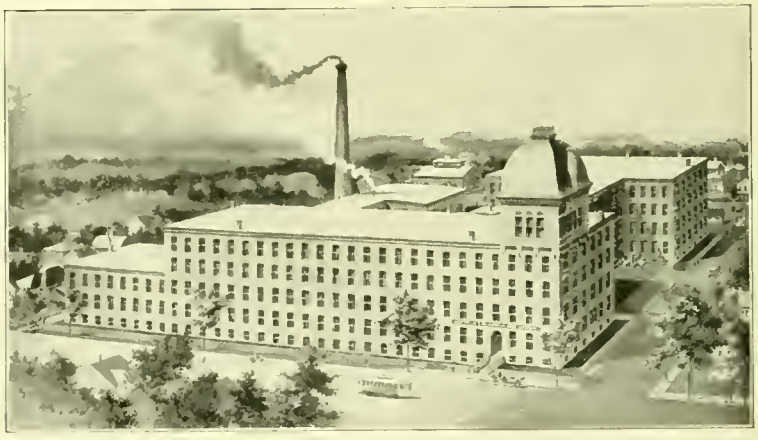

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Worcester, Mass.

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Committee on Publication.

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MILTON P. HIGGINS, GEORGE W. MACKINTIRE, F. S. BLANCHARD.

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CHARLES H. BOSWORTH, BUSINESS AGENT.

Contents

MAGAZINE AND MUNICIPAL COMMENT.
Dickens as Seen in Worcester, 45
Goes to the Root of Things, 45
When Washington Crossed the Delaware, 45
Encouragement was Lacking, 46
Let's Not Talk About It, 46
Keep Them Clean, Please, 46
Why Not Have Thirty Mayors? 46
Sees Receivership for Boston, 46
Now for Gas Electric Engines, 46
WINTER SPORTS AND INDUSTRY, 47-50
FEBRUARY TRADE CONDITIONS REVIEW, 50
REVIEW OF CURRENT EVENTS, 51-53
BOARD OF TRADE NECROLOGY, 53
MADE MILLIONS SELLING "SHORT," 54
MEN IN THE PUBLIC EYE, 54-55
WORCESTER EVENING HIGH SCHOOL, 56-58
"PURELY PERSONAL," BY EDWARD D. HOUSTON, 58-63
DR. CHARLES KENDALL PEVEY, 64
BOARD OF TRADE AND INDUSTRIAL NOTES, 64-66
FOREIGN TRADE OPPORTUNITIES, 66

ILLUSTRATIONS.

Brush on the Speedway, Frontispiece and p. 47
A Matinee on the Speedway, 48
Ice Cutting at Coes Pond, 48
An Afternoon at Elm Park, 49
Harvesting Next Summer's Crop, 50
Board of Aldermen, 1907, 52
Physics Laboratory Evening High School, 59
Bookkeeping Department, Evening High School, 61
New Building Eastern Bridge and Structural Co., 65
J. H. Whittle's Carding Machine, 65

PORTRAITS.

James T. Roche, 53
Jesse L. Livermore, 54
T. E. Byrnes, 54
Rev. Lemuel Call Barnes, 55
Hon. Alfred S. Roe, 55-56
Daniel F. O'Regan, 56
John J. Riordan, 57
Edward D. Houston, 58
Dr. Charles K. Pevey, 64

Magazine and Municipal Comment

Dickens as Seen in Worcester.

The management of the Worcester Magazine has received so many words of encouragement and letters of congratulation over the January and February numbers that it looks like the biggest winner in the magazine line Worcester has ever had from the standpoint of illustrated literature. The manufacturers are giving to it generously and the words of encouragement and the offers of business all help to accomplish the successful result expected. The April number will contain an article of particular interest to Worcester a generation ago. It is written by Franklin P. Rice, and relates to the visit to Worcester sixty-five years ago of Charles Dickens, and will be illustrated by portraits and facsimiles which will be produced for the first time.

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Goes to the Root of Things.

Mayor James Logan goes to the root of things. In making up an appropriation bill he worked from an average of five years' basis. He counted his money out into a score of little piles, doled it out to the heads of departments with the remark, "That is all you get this year." He had before him a different proposition. He met it in a business-like way and on a scientific basis.

o o o

Where Washington Crossed the Delaware.

THE Trenton Tradesman is so well pleased with the new Worcester Magazine that in a recent issue devoted a column editorial to its general make-up and good looks and a few other things. Its editor being of an apparently genial disposition seeks to have a little sport at the expense of the Worcester Magazine by delving in sophistry. It accuses the Worcester Magazine of plagiarism in the use of a line which appeared in a Board of Trade advertisement, "Right in the center of the busiest part of the world." Trenton claims that as its trade-mark, but just why the Magazine is unable to determine.

The statistics of the national census show that Worcester is the geographical center of 3,000,000 people within a radius of fifty miles; that more than one-

thirtieth of the population of the United States is within fifty miles of Worcester; that it is the center of the wealthiest and best purchasing community in the United States; that its per capita wealth is $1667; that one-twentieth of the wealth of this country is within fifty miles of Worcester; that, while the average earnings of the American people are forty cents a day, the average earnings of the laboring people of Massachusetts are seventy-three cents a day, which means $250,000,000 extra for Massachusetts every year; one-fifth of the savings of the people of the United States is in Massachusetts savings and co-operative banks; one-fifteenth of the English speaking, English reading buyers of goods in the United States are within fifty miles of Worcester. These facts are bull's-eyes all right.

The Magazine likes the Trenton Tradesman and congratulates it upon having so bright a writer and so capable a handler of sophistry. The news that Trenton is "right in the center of the busiest part of the world" is the most important that has been sent out from that New Jersey city since Washington crossed the Delaware.

o o o

Its Encouragement was Lacking.

Worcester—musical Worcester—bade farewell to Dr. Karl Muck early this month. It is feared it also bade farewell to the Boston Symphony Orchestra. The management of the orchestra—the best in the world—gave the city two years of symphony at a decided loss, financially. This is regretted. It is not to the credit of musical Worcester, that boasts of its great festival, that it has given the Boston organization the most depressing encouragement of any city in the country. From a symphony standpoint Worcester is not musical.

o o o

Let's not Talk about it.

Worcester is no sooner through with one grade-crossing commission than it yearns to take on another. The scene shifts from the south to the north end of the city. Does this mean another eighteen years of agitation? Let 's talk about something else.

o o o

Keep them Clean, Please.

The school committee, in its anxiety to secure absolute control of all school-houses, repairs and janitors, will be in great luck if it gets control of the janitors. This was indicated when a committee-man asked a representative of the school committee if it would be satisfied to have control of janitors. Just who is to benefit by such a change is a question. From a business standpoint it would seem that placing school janitors in the control of the public buildings department was the most practical, but the school committee have their own ideas about these things. It does not seem to be the desire to conduct municipal business in the same way that an individual would conduct his own business. The public won't care much who takes care of the school buildings or under whose charge the care is taken. The main thing is to keep the school-houses clean.

Why not have Thirty Mayors?

Some time ago President Eliot, of Harvard University, spoke before the Worcester Economic Club on government by commission. He spoke very highly of Massachusetts commissions as being ideal and argued strongly in favor of municipalities, school committees, and in fact every branch of the legislative body being governed by commissions. His ground was that it was more economical, more practical, less political, and in harmony with the general trend of things. After he went away an agitation was started, or revived, favoring a school committee of five or seven members. Many cities control their school department with small committees, and the results have been very satisfactory. Worcester is loath to let go of anything that has been in existence for a century or more. Perhaps the present system of having thirty school committee-men is a good thing; perhaps schools under a commission of five or seven would be a good thing; it might be the best thing. The legislative committee which gave Worcester citizens a hearing on this matter, is not counted on to help out Worcester in this respect to any considerable extent. The shortest argument that has been heard in favor of a small committee was presented a few days ago by a prominent citizen, who has given more or less thought to municipal affairs, in these words, "Why not have thirty mayors? There is just as much sense in having thirty mayors as there is in having thirty school committee-men."

o o o

Sees Receivership for Boston.

Dr. L. G. Powers, chief of the statistics bureau of the United States Department of Commerce and Labor, makes the public statement that if Boston or New York should meet with such a great disaster as came to San Francisco they would be compelled to go into the hands of a receiver. This was made to the Boston City Club in a talk about the necessity for a uniform system of accounting for cities. The expert brought out the idea that it is not the necessity for economy in expense that makes the uniform accounts desirable, but the necessity for making the business of cities simple enough so that the people can understand them and thus be able to prevent some of the thieving that is going on all the time. It is already known that the city of New York is carrying a debt larger than that of the United States.

o o o

Now for Gas Electric Engines.

Someone has brought out the gas-electric engine as the coming train puller at a rate of 60 or 70 miles an hour. It is said the electric locomotive with power house attachment is lagging. The new idea—gas-electric—is better. They have been tried on the Delaware & Hudson road and are great winners. It would be too bad if the New York Central, after making so much talk about their electric engine for suburban traffic, would have to change over again to the gas-electric type. It is said that cars handled by the new-fangled engine would make the trip between Worcester and Boston in half an hour and keep going all the time. That would certainly be a great innovation.

Winter Sport and Industries

In reviewing Worcester's winter season, the scenes on the speedway, the harvesting of ice and the skating ponds furnish the most timely subjects for illustration. With a normal New England winter, opportunity has been given for followers of winter sport, and industries dependent upon climatic conditions have had sufficient opportunity for enjoying the benefits which these conditions bring. The harvesting of the ice crop is the most vital interest in which Worcester is concerned and this accomplished in a manner satisfactory to harvester and consumer, the pleasure of the side of the winter is turned to view. This shows the famous snow horses, with their enthusiastic drivers, on the Mill Street speedway. The accompanying illustrations were taken for the Worcester Magazine on the afternoon of a February day when the Speedway was crowded and the brushes were interesting.

BRUSH ON THE SPEEDWAY—REXETTE LEADING.

Worcester sportsmen have always looked forward to the snow races with great interest, for there are no sporting events that have proved so successful and have been kept up without cessation. For thirty-five years the people of Worcester can look back and remember the days of snow racing on Main Street, from May to Chandler Streets, and when a heat was a little more interesting than usual the drivers would continue on down to the Common.

There were no car tracks on Main Street then, but the scene of the races shifted in the late seventies to Park Avenue, which was recently built, and up to two years ago the fast steppers were to be found on the path. The Mill Street speedway, which was built for racing, drew the horsemen from Park Avenue, and now the half-mile course along the edge of Coes Pond is the most popular place in Worcester for horsemen.

It is only right that Worcester should have a speedway, for there is probably no city in America that can boast of such fast brush horses as have been seen in Worcester. These horses are owned and driven by representative business men of Worcester, who follow the pastime for the sport they find in the game rather than from any pecuniary gain, for there is none.

In looking back over the list of horsemen who were prominent in the game in its early stages, we find many who still follow the game. The most prominent of them all is R. C. Taylor. He took a great interest in the winter sport, and it is due mostly to his efforts that such high class brush horses that are now in Worcester were brought here. Mr. Taylor always aspired to be in the front ranks, and he generally succeeded, for he stopped at nothing to secure the best horses obtainable.

Hon. Charles G. Washburn has always been associated with the snow races, and J. Henry Washburn was another to keep in touch with the game. Dr. E. E. Frost was in the game for several years.

George A. Kendrick has followed the game since he was a boy and always had a good horse, but of late years he has been obliged to give up racing, but his brother, Edward H. Kendrick, has taken his place.

After R. C. Taylor the most prominent horseman that is now seen on the snow path is Ezra W. Chapin of Northboro. For the last forty years he has been drawn to Worcester by the high quality of horse racing here, and he manages to get out in front with the leaders.

Frank L. Allen has always been in the game and has a few fast horses now, but he does not race himself. F. B. Knowles is another who followed the game very closely and always owned a fast horse.

MATINEE ON THE SPEEDWAY.

It would not do to pass over the names of John E. Snyder and H. H. Merriam, as both men are to be seen upon the path even now, and they have horses that can go with the best of them.

Congressman Washburn owns Cozad, 2.10¼, which is one of the fastest trotters in Worcester. Billy H. and Laundry Boy enjoy the distinction of having the same mark. There are several pacers in Worcester with better marks.

Alderman-at-Large Arthur B. Brunell and his brother, A. H., were interested in the game since it was inaugurated here.

But passing from the old timers we find a club of men who are doing everything in their power to promote the game. These men have not stopped at high prices to secure the best horses obtainable.

A driver that stands out in the front ranks is E. S. Pierce. Of late years he has had the best trotter on the speedway. Laundry Boy has been in the front on the snow, as he is at home with soft footing. When he is in condition the converted pacer is hard to beat, but Mr. Pierce has not raced any this winter. Before securing Laundry Boy Mr. Pierce owned Major Wonder, who held his own with the fast ones, and with Old Tom as a team-mate, there was nothing in Worcester in a double team that could outfoot them.

Laundry Boy has the distinction of beating the Boston speedway king, Tom Phair. The great brush horse of the Hub speedway had his colors lowered during the Old Home Week races in Boston.

Willard S. Taylor inherits his love for fast horses from his father, and Peeler Patron, the fast pacer, is one of the best side-wheelers on the snow-path. The game horse is always fighting for the best of the race.

E. H. Kendriek's Special Boy is a pacer that is one of the hardest horses to beat that Peeler Patron has been obliged to race against. The two horses have not met this winter, but last year Special Boy had the best of it.

F. A. Amidon, one of the proprietors of the Worcester and Front Street Markets, has followed the horse racing game since he was a youth and it is only natural that he should be a game racer. He likes to be out in front, and has added to his string of horses from time to time until now he has two good race horses. Billy H., his new trotter, was purchased at the Old Glory sale, New York, last fall and formerly belonged to Oscar S. Strauss, one of the most noted horsemen in New York. Since Mr. Strauss became a member of President Roosevelt's Cabinet, he has not had the time to devote to his horses.

ICE CUTTING AT COES POND.

Billy H. is fast at a mile, but Mr. Amidon expects to make an excellent brush horse out of him. His other

horse is George M., a fast pacer who is holding his own in fast company. Since Mr. Amidon secured the chestnut pacer he has shown a marked improvement.

Webster Thayer's Lady K. is still good in fast company, as she easily demonstrated the few times that she started this season. Mr. Thayer has had her in careful hands and the handsome moving mare is working better than she ever did before.

Richard J. Healey could easily be numbered among the old timers, but he is still in the game, and his chestnut trotter, Yellow Jacket, can be depended upon to make the fast horses extend themselves to the limit, as he is full of trot all the time.

Coming down to the horses that are just outside of the free-for-all class, we find a fine string of fast horses. Some of these steppers will be up in the free-for-all class some day if the improvement they have shown so far this season continues.

In the pacing class is Buster Brown, the property of Roy M. Greene, that has made an envious record on the

AN AFTERNOON IN ELM PARK.

snow-path. E. W. Cutler has a fast side-wheeler in Harry Van. Dr. A. H. Lancaster is seen out with Ed. Tansey every time there is good going. F. S. Chickering's Mona Gray has been seen on the path several times, but has not taken part in the brushes.

Senator E. A. Cowee is one of the most enthusiastic members of the Speedway Club and is always out with a fast horse. He has a gray pacer, Sidney Rowland, which he has not raced. Frank Kinney, a chestnut trotter, is Mr. Cowee's favorite, and he is out with the little horse every chance he gets.

Joseph Beaudry has a fast and beautiful horse in the gray mare Jeannette, which is a rival for the honors in class A trotters. Joseph Beaudry, Jr., has Lady Iona on the snow-path this winter endeavoring to convert her into a brush horse.

One of the handsomest trotters that steps down the path is H. O. Sutcliffe's Ruberta. Since the mare came into his hands she has improved rapidly.

William H. and N. Augustus Jerome have a fast horse in San Toy. Besides Special Boy E. H. Kendrick has Tenney, which he recently purchased from O. B. Wood. Mr. Wood is one of the most enthusiastic horsemen, and when the Duke is in condition he is not afraid to tackle anything. Carlo Polachi has a fast horse in Athalie and S. John Pentland drives John Douglass.

James H. Quinn's Rexette has shown up well on the snow and he expects his green horses to do the same. Benjamin Roberts is out every day with Carrie R. and the little mare is a good goer. David A. Scott owns Baby Strathmore that was the champion of the snow-path at one time, and he drives her regularly, but does not attempt to race her.

Harris K. Smith owns and drives Mac M. A. H. Secord has Wilkes Lambert. Henry Shaw turns out with Capt. White. Thomas J. Wood races Fay B.

John E. Wakefield has been out with his black team, Rose Leaf and Arbor Day, on several occasions.

The handsomest team seen on the speedway this year is the pair of bay trotters recently purchased by George L. Brownell in New York. The horses were formerly shown at the various horse shows throughout the country and won several blue ribbons. The horses are Referred and Preferred.

The harvesting of the ice crop has been made under entirely satisfactory conditions, the most of the work being done during the month of February. The weather conditions were such that the various companies secured a supply of good ice sufficient to supply the demand for the year. The Walker Ice Co., which is the largest distributor of this commodity, controls the three great ponds in Worcester, from which its supply is taken: Indian Lake, formerly North Pond; Coes Pond at New Worcester, and Lake Quinsigamond. In recent years it has not been the policy of this controlling company to harvest much of its ice from Lake Quinsigamond, the other ponds furnishing what is considered a better ice, and with favorable conditions are able to secure a season's supply from these two ponds.

The Walker Ice Company harvested its crop in about twenty days, utilizing 400 men and 50 teams. From Coes Pond there was harvested upward of 30,000 tons, and from Indian Lake between 15,000 and 18,000 tons, while about 5000 tons was taken from Lake Quinsigamond, giving them a total harvest of about 55,000 tons.

In addition to this supply the Independent Ice Company has brought from Hubbardston, 8000 tons; the

Worcester Ice Company has cut 3000 tons at Lake Quinsigamond; the Tatnuck Ice Company has harvested 2000 tons from its pond in Tatnuck; the People's Ice Company has housed 500 tons from Waite Meadow out at New Worcester and the Worcester Cold Storage and Warehouse Company has a capacity for about 4000 tons of artificial ice, which naturally is the most desirable ice on the market. This gives Worcester a supply of upward of 75,000 tons, of which 22,000 is owned by independent companies and more than 50,000 tons by the Walker Ice Company, which controls the former leading companies of the city. In addition to the 400 men and 50 teams utilized by the Walker Ice Company, the independent companies give employment to 150 men for two weeks at the height of the season. Of the quality of ice cut this year, it can be stated with reasonable accuracy that it is an average crop of fair ice. It ranges from ten to fourteen inches in thickness and is reasonably clear. Frequent storms during the season of harvesting caused some delay and inconvenience and also did some damage to the crop, particularly to that of Coes Pond, where the delays were frequent.

The early part of the winter was discouraging to the ice men, as the severe cold weather was not experienced until after the beginning of the new year. While the ice men were worrying over their business the ponds were sufficiently frozen to make what is considered the best skating for many years and was enjoyed a much longer period than usual. The season opened in November, early in the month, and continued until the ice cutting season began in February. Elm Park, Coes Pond, Green Hill Park, Lake Quinsigamond, Institute Park, Indian Lake, in fact all the sizable ponds furnished sport for the skaters.

The illustration which appears in connection with this article shows a group of skaters at Elm Park, near the pavilion. The ice cutting scenes, which were photographed for the Magazine, show the harvest being made at Coes Pond about the middle of February.

The scene of tobogganning was transferred from Holden to Lake Quinsigamond, where the shoot-the-chute feature of the White City was developed into a toboggan slide. It was probably productive of the most sensational and thrilling features of any similar slide in New England by reason of its extreme height and grade.

Probably the most unsatisfactory feature of the winter sports has been the coasting. There was not a sufficient fall of snow at any one time to make desirable conditions for this much enjoyed sport. The many hills which are utilized for the enjoyment were covered by children when conditions were suitable, but the coasting season was exceptionally short and far from satisfactory.

HARVESTING NEXT SUMMER'S CROP.

February Trade Conditions Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

Complaints of unsatisfactory trade are still numerous, but are less frequent than formerly. Confidence in the future is increasing, but progress is slow.

Inquiries are more numerous, but orders placed are small and early supplementary orders are anticipated owing to depleted stocks.

Local freight tonnage shows slightly improved conditions, while export trade has increased considerably.

More idle machinery has resumed operations during the month. Foundrymen show a little more interest in crude iron, but are placing no business of importance. Foot-wear manufacturers report that they are receiving a few supplementary orders, but the market, in this line, continues inactive. The corset industry is of increased volume over a year ago.

The stability of Worcester merchants, manufacturers and institutions is fully attested by the fact that during the few months of depression, the defaults in payments have been actually smaller than last year.

Failures for the month of February total eight (8), with liabilities of $56,123, and assets of $6,201, as compared with ten (10) for the month of February last year, with liabilities of $110,700 and assets $21,068; and for January, 1908, a total of seventeen (17) failures with liabilities of $86,506 and assets of $31,967, compared with January, 1907, with a total of thirteen (13) failures, liabilities amounting to $102,313 and assets of $35,265.

Review of Current Events

In reviewing current events the Magazine endeavors to accurately record the principal happenings; to make a brief historical record.

February 1.—David Goggin, for 30 years a policeman, detailed as Board of Health inspector for 15 years, and for many years President of Father Mathew Temperance Society, dies suddenly, aged 67 years.

Edward R. Mitchell, manager of Buffington Pharmacy Company, and President of the corporation, dies after long sickness, aged 63 years.

Founders' Day at Clark University observed, with address by Dr. Samuel P. Capen on, "The Mission of the College Teacher."

Twentieth Century Club has regular meeting, addressed by Julius E. Warren, agent of State Board of Education, on "Industrial Training in the Public Schools."

Statue of Senator George Frisbie Hoar arrives from Brooklyn bronze works and stored for winter.

February 2.—James T. Roche, retired dry goods dealer, dies of cerebral hemorrhage at his home, 281 Lincoln Street, aged 70 years.

February 3.—Boston & Albany express strikes milk wagon at Gardner-street crossing of the Boston & Albany railroad, at 5 o'clock in the morning, fatally injuring William Lundergan, 17, and seriously injuring James F. Rogers, 38, and Ernest A. St. Thomas, aged 14.

Mayor James Logan sends appropriation bill to City Council and is the first mayor to accompany it by a message.

February 4.—Charles Thayer, former mail carrier, dies aged 84 years.

Mayor Logan signs ordinance providing for appointment of clerk of the Police Department by Chief of Police, thus taking it out of control of civil service commission.

School Committee cuts one year out of school period below high school, making minimum age of pupils six years.

Wellington Rifles hold annual meeting and elect John C. Ware president.

February 5.—B. W. Childs appointed trustee of the Westboro Insane Hospital, and L. A. Ely as trustee of the State Colony for the Insane at Gardner.

Coldest day of the year; 16 below at Lynde Brook reservoir, 4 below at City Hall and 28 at Hubbardston.

High school seniors have annual banquet at Bay State House.

Holy Cross defeats Connecticut Agricultural College at basketball, 38 to 5.

Worcester Driving Park Company hold annual meeting and banquet.

Dr. Orlando Mixter, many years a practicing physician, dies at home, 230 Pleasant Street, aged 66 years.

Rev. Victor E. Morse dies suddenly from result of fall in Union Station, aged 37 years.

February 6.—Annual banquet of Worcester Merchants' Association takes place at Worcester Automobile Club, the speakers being T. E. Byrnes, first vice-president N. Y., N. H. & H. R. R.; E. H. Walcott, secretary of Boston Merchants' Association; George F. Booth, president of Worcester Board of Trade, and Rev. Dr. Willard Scott, pastor of Piedmont Church, Worcester.

Annual banquet of Maritime Provinces Association takes place at Bay State House, with William J. H. Nourse as principal speaker.

A letter received by Samuel A. Newton, Auburn, announces death in Foo Chow, China, of his sister, Miss Ella Jane Newton, missionary of the American Board of Foreign Missions for 29 years.

Miss Anna B. Moore, of Newburyport, accepts position as secretary of the Young Women's Christian Association.

Dr. S. Alphonse Dandelin of Worcester, representative of United States at the International Maritime Exposition at Bordeaux, France, given complimentary banquet in Paris and decorated with the cross of Legion of Honor, by the French government.

February 7.—Britomart Alumni Association of Worcester High School has annual banquet at Hotel Standish.

Assistant City Solicitor J. Fred Humes declines reappointment.

February 8.—Sterling Inn, popular resort for dinners, leased by John J. Coughlin, destroyed by fire with $15,000 loss.

Fire in tenement house at 84 Chatham Street, drives tenants out into zero weather and damage is estimated at $5000.

Alethia basketball team of Classical High School defeats Dean Academy team at Franklin, 27 to 1.

Holy Cross basketball team defeated by Dartmouth, at Hanover, 24 to 18.

Major Taylor defeated in bicycle races in Boston by Iver Lawson in first appearance on American track in five years.

February 9.—Worcester Friends open new church at Chatham and Oxford Streets.

February 10.—George R. Matthews appointed clerk by Chief of Police Matthews and confirmed by City Council.

Clifford S. Anderson appointed assistant city solicitor and confirmed by City Council.

The Salisbury mansion, built by the first Stephen Salisbury in 1770, and one of the landmarks in Worcester, offered for sale by the American Antiquarian Society, who came into possession of it under the will of the late Stephen Salisbury.

Delegates from New England Young Women's Christian Associations open three days' conference at First Baptist Church.

February 11.—Hon. A. S. Roe, of Worcester, elected Commander of the Massachusetts Department of the Grand Army of the Republic, at forty-second annual encampment in Boston.

February 12.—Holy Cross defeats Harvard at basketball, 17 to 14.

Albert J. Whitney of Worcester elected Senior Vice-commander of Massachusetts Division, Sons of Veterans, at Boston convention.

Lincoln's birthday observed in the public schools.

F. Hopkinson Smith lectures before Woman's Club on "Impressionism and Realism in Art and Literature."

February 13.—Deputy Sheriff William Magner, of Westboro, found unconscious in Washington Square, injured by a fall, and it develops that he had a slight attack of apoplexy.

George H. Ward Post, G. A. R., has open meeting with Lincoln reminiscences by members who had personal experiences with the martyred President.

Madame Nordica sings in Mechanics Hall, in tour of New York Symphony Orchestra and Walter Damrosch.

February 14.—Rev. John Gullans sends resignation as pastor of Swedish Finnish Lutheran Church.

John Kervick, 54, well known horse trainer and driver, dies at City Hospital.

Mayor James Logan visits police stations 1 and 2, reminds officers of oath of office they took, and tells them that the no-license law must be strictly enforced after May 1.

February 15.—Heavy rain with high wind does considerable damage in Worcester and Worcester county.

Thomas F. Hanlon, prominent singer and church choir director, dies at Howard-street home, aged 54 years.

Annual meeting of trustees of Worcester Academy held, and Judge F. A. Gaskill re-elected president. George C. Whitney, secretary, and William H. Dexter, treasurer.

Rockwood H. Bullock resigns as superintendent of tracks of Worcester Consolidated Street Railway, to take effect March 1.

February 16.—Rev. Dr. Lemuel Call Barnes, pastor of First Baptist Church for five years, resigns to accept position of field secretary of American Baptist Home Missionary Society.

Hon. Charles G. Washburn returns home from Washington and predicts Taft's nomination for presidency.

February 17.—City Council gives hearing on bills of the School Committee and Public Education Association relating to increase of powers of the School Committee and reduction of the School Committee to five members.

City Council adopts salary bill, increasing salaries of assistant city clerk, city auditor, inspector of milk, deputy and assistant fire engineers, assistant superintendent of public buildings, inspector of animals and inspectors of plumbing.

H. Clark & Company, 6 Norwich Street, and past exalted ruler of Worcester Lodge of Elks, dies after short sickness of pneumonia.

Miss Jane Brownlee of Toledo lectures before Woman's Club and Publication Education Association on, "The Education of the Child; a Plan for Moral Training."

Lunch carts ordered off the streets of Worcester after being permitted locations for more than twenty-five years.

February 19.—Worcester has all-day snow storm, with snowfall of six inches.

Julius E. Warren, of Worcester, agent of the State Board of Education, at hearing before the committee on education of the Legislature, argues with President Carroll D. Wright in favor of industrial high schools.

First Baptist parish accepts resignation of Rev. Lemuel Call Barnes.

Hon Francis A. Harrington, thirty-third degree Mason, tendered banquet at State Mutual Restaurant by Masonic friends

WORCESTER'S BOARD OF ALDERMEN, 1907, AND OTHER CITY OFFICIALS.

Back row, left to right, standing—Horace Clayton Kendall, page; Alderman John H. Connelly, Alderman Adolph F. Almgren, Alderman Peter F. Sullivan, City Messenger William H. Pratt, Alderman George F. Brooks, City Clerk W. Henry Towne, Alderman Charles H. Harris, Alderman George H. Coates, Assistant City Clerk Harry C. Smith, Alderman John W. Mitchell.

Front row, left to right, sitting—Alderman James H. Mellen, City Solicitor Ernest H. Vaughan, Alderman Mark M. Patterson, Alderman Charles H. Hastings (president of the board), Alderman John P. Holmgren, Mayor John T. Duggan, former City Clerk Enoch H. Towne.

Worcester Polytechnic Institute, freshman class, has its annual banquet.

Body of Dr. C. Otis Goodwin, who disappeared from his home, 244 Pleasant Street, December 27, found frozen in the ice at Lake Quinsigamond.

February 18.—Jules Ayotte, 48 years old, moulder, employed at the Jackson street foundry, fatally injured by being struck by an electric car on Southbridge Street.

Brotherhood Class of Union Church holds first annual banquet with 300 members present.

Worcester Continentals give reception and banquet to honorary members, with Harry W. Goddard and John M. Kilgore, president and vice-president of the Maine Coast Club, as special guests, at the State Mutual Restaurant.

George C. Start, 47 years old, member of the firm of George

and presented jewel and sash, the regalia of the rank of thirty-third degree, the presentation being made by M. W. M. Charles E. Davis of Lawrence Chapter, Rose Croix.

Judge Ben. B. Lindsay, of Denver, founder of the juvenile court, speaks before Worcester Woman's Club and on his experiences with delinquent boys.

February 20.—Electric car on Worcester Consolidated Street Railway, Worcester & Marlboro division, jumps track one mile west of Northboro and thirteen passengers injured.

Mayor James Logan entertains City Council at his home on Salisbury Street.

Fourth annual meeting of Worcester district conference of Universalist churches, held at All Souls Church, Charles S. Dodge presiding. Rev. J. C. F. Wheelock, Southbridge, elected president, and President Carroll D. Wright principal speaker.

Alhambra Council, K. of C., holds annual banquet, with principal address by Rev. Thomas F. Murphy, S. J., president of Holy Cross College.

February 21.—Natives of Maine hold annual banquet at State Mutual Restaurant with Prof. D. O. S. Lovell, of the Roxbury high school, as principal speaker.

Worcester Oratorio Society closes season at Pilgrim Church by presentation of "The Seasons" and selected oratorio numbers.

Miss Ella L. Dwyer, principal of Oxford Street school, dies at her home in Grafton, aged 57 years. She had taught in Worcester schools thirty-four years.

February 22.—Washington's birthday generally observed as a holiday.

Dr. Charles Kendall Pevey, for forty years a Worcester practitioner of dentistry, dies at the home of his brother, B. M. Pevey, 80 Pleasant Street, after a week's sickness from pneumonia, aged 64 years.

Luther B. Smith, veteran Odd Fellow, and widely known as raiser of and authority on culture of asparagus, dies suddenly at Hotel Pleasant, aged 62 years.

John J. Corliss elected department inspector of the Massachusetts department of United Spanish War Veterans, at annual convention in Boston.

February 23.—Rev. Dr. Lemuel Call Barnes preaches patriotic sermon at First Baptist Church, attended by Worcester Continentals and other patriotic organizations.

February 24.—Holy Cross Alumni Association hold annual banquet at Worcester Automobile Club, with Hon. John T. Duggan as toastmaster.

The City Council, by a decisive vote, instructs the city solicitor to oppose bills before the Legislature providing for a reduction of the School Committee to five members, also for placing the care of school-houses and employment of janitors under the School Committee.

George W. Mackintire and Waldo Lincoln elected trustees of the Richardson and other trust funds of the city, the City Treasurer being the third member of the committee.

February 25.—Miss Sarah Jane Newton, teacher in Worcester public schools over fifty years, dies at her home in Lake View, aged 73 years.

Annual dinner of Worcester Alumni of Amherst College held at State Mutual Restaurant, with President George Harris of Amherst, Walter Camp, Justice Arthur P. Rugg and John E. Oldham of Boston, principal speakers.

February 26.—Thomas Corson Barr, who figured prominently in forming the Worcester Traction Company and Worcester Consolidated Street Railway Company fifteen years ago, dies in Orange, N. J., aged 50 years.

Legislative committee gives hearing on Worcester School Committee bills and suggests favorable report on bill to give School Committee control of schoolhouse janitors.

Holy Cross beats Massachusetts Institute of Technology in basketball 26 to 18 in overtime play, after being tied at 18 points in the time limit.

Aletheia girls of Classical high school beat Cushing Academy in Ashburnham at basketball 9 to 3.

Boston Store buyers have banquet at Bay State House, with William J. H. Nourse as guest of honor.

Annual meeting of Worcester Chapter, American Institute of Architects, elects Stephen C. Earle president.

February 27.—Hancock Club opens three days' fair at Lincoln Square clubhouse.

Miss Irene A. Waldron, one of the oldest women in Worcester County, dies from old age at Hollywood Street home, aged 97 years, 6 months.

James W. Cain, in charge of sheet music department at Steinert & Sons Co., dies from heart disease, aged 47 years.

Economic Club has monthly banquet at State Mutual Restaurant, with Prescott F. Hall and Philip Davis of Boston, and Rabbi Charles Fleischer of Cambridge as speakers on "Immigration."

February 28.—Viking Council, J. O. M. B., celebrates its twenty-seventh anniversary with banquet in Thule Building.

Svea Gille celebrates twentieth anniversary with reunion in Frohsinn Hall.

Worcester Builders' Exchange has annual banquet at State Mutual Restaurant, with Mayor James Logan, M. W. Alexander, of the General Electric Co. of Lynn, and James A. Emory of New York, secretary of the Citizens Industrial Association of America, as speakers.

Worcester society people give leap year party in Terpsichorean Hall, the most important social event of the season, to mark the approach of the Lenten season.

Worcester grocery and provision dealers have annual banquet at Odd Fellows' Hall, with Hon. Louis A. Frothingham of Boston as principal speaker.

February 29.—Worcester has fourteenth birthday and is sixty years old.

Justice William H. Moody of United States Supreme Court accepts invitation to be orator at dedication and unveiling of Senator George Frisbie Hoar memorial June 26.

Worcester Academy, with crippled team, ties Providence Tech. school for fourth place in interscholastic games in Boston.

Worcester-Dartmouth Lunch Club elects Dr. E. H. Trowbridge president at annual meeting and he makes address on visit to Monte Carlo.

Board of Trade Necrology

James T. Roche, born in New York city, December 29, 1837. His family moved to Clinton, Mass., in 1847, where he spent the greater part of his childhood; attended the Clinton public schools and graduated from the Clinton High School; during the panic in 1858, he attended the Leicester Academy; came to Worcester in 1866 and established, on Main Street, a dry goods and millinery business in the Armsby building, opposite School Street; a few years later the business was moved to the Flagg building, the store now occupied by H. F. A. Lange, florist; later the business was moved to the Walker building, corner Main and Mechanic Streets, where it was enlarged, and in 1898 he retired. From 1898 until the time of his death, he was not engaged in any active business; his attention was taken by the care and management of considerable real estate, which he owned; for thirty years he made his home at 281 Lincoln Street, which property was sold just prior to his death to Mr. D. H. Fanning. Mr. Roche was a staunch Republican, although he was not active in politics; was of a retiring disposition, not active in public life; was a member of the corporation of Mechanics Savings Bank. He suffered a shock, which resulted in a brain hemorrhage, on December 20, from which he never recovered; died February 2, at 275 Lincoln Street, leaving a wife and one son.

Made Millions Selling "Short"

THE foremost illustration of wealth accumulated by a Worcester man—or a Worcester boy—is that of Jesse L. Livermore, who was a student at the Winslow Street school while living in Worcester, and now has an office with E. F. Hutton & Co., 33 New Street, New York. Mr. Livermore is thirty years old and fourteen years ago was in a Boston stock broker's office posting quotations on a blackboard for a salary of probably not more than ten dollars a week. To-day he lives in elaborate manner in one of New York's magnificent residences at 194 Riverside Drive, and is reputed to be worth between $5,000,000 and $6,000,000. More than half of this fortune was made during the recent slump in the stock market. Through his expert knowledge of stock values

JESSE L. LIVERMORE.

he cleaned up out of that famous slump $3,000,000 and is now cruising in southern waters on his private yacht. In his fifteen years of operating in stocks, beginning when he was a mere boy, he had made his success chiefly as a "bear,"—selling "short." In the last stock slump his remarkable intuiton of stock values and his good judgment enabled him to foresee the crisis, and before the great manipulators were actively involved in the slump he gave heavy selling orders along various lines of investments, which netted him large amounts of return.

Jesse Livermore was born in Shrewsbury thirty years ago. When a boy his parents moved to Worcester, his father being employed as a teamster for Porter & Gardner, now S. Porter & Co., last manufacturers, on Union Street. The family lived at what is now 134 Elm Street in a house owned by Charles W. Bowker. He attended the Winslow Street School, and when about half through the ninth grade his parents moved from Worcester and Jesse, then fourteen years old, left school and obtained employment in a broker's office in Boston. So far as his schooling is concerned the Winslow Street ninth grade was the finish of his education. His career in Boston covered several years, during which he gained a sufficient insight into the stock market, and with his inborn good judgment and his acquired characteristic of keeping cool under all circumstances, he became a most successful operator. He went to New York five years ago, and there he has since lived, and his whole career, since leaving the ninth grade, has been given up entirely to stock speculating. He has had his ups and downs, but his "downs" have been far in the minority. Prior to the recent slump in the market he is estimated to have accumulated a fortune of $2,000,000, which has been swelled to nearly $6,000,000 by his more recent widely known speculation, which was unquestionably the best deal he ever made.

Mr. Livermore a few years ago married a young lady from Indiana, whom he met at a summer resort, and she is at present cruising with him on his yacht. His parents are comfortably situated in Acton, Mass. It is said of him that as a boy he was a dreamer of fortune. When in the Winslow Street school his confidential story to his schoolmates was that his family, back in the early history, were left a fortune in England and he fully expected some time to receive wealth from this source, but it has never been realized. He has always had confidence in his ability to become wealthy through speculation.

Worcester has a prominent reputation in various branches of wealth, art and literature distributed over the country. Mr. Livermore seems to be its representative accumulator of wealth.

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Men in the Public Eye

MR. T. E. BYRNES, first vice-president of the New York, New Haven & Hartford Railroad, was the principal speaker at the Worcester Merchants' Association banquet at Worcester Automobile Club rooms, Thursday, February 6. It is said that he is so thoroughly in touch with railroad matters that he was selected as the chief assistant to President Charles S. Mellen of the New Haven road at a salary of $25,000 a year. Those who heard him in one of his characteristic speeches at the Merchants' banquet are not surprised that he commands this salary. In a social way he is one of the most genial who ever came to a Worcester banquet, and as an after-dinner speaker no one has been heard at any Worcester banquet who was so convincing

in his arguments. He selected as his subject a topic with which he was thoroughly familiar, that is, railroad matters. He said he would give some of his personal reminiscences as a railroad man, but what he really did was to instill into the minds of his hearers the fact that the New Haven road is one of the greatest railroad systems this country has ever known. And he did it. With the prejudice of more than half of the number of members of the Merchants' Association at that banquet against railroad corporations, Mr. Byrnes was able to convince every man there that the New Haven road was engaged in an honest, business-like and sensible effort to build up New England for New England manufacturers.

Here are some points Mr. Byrnes made, after bringing out the fact that he was a New Englander born in Vermont, in order to put him in the most friendly relations with his hearers, who were made up of New England people:

"Mr. Mellen is a Massachusetts boy. He was a poor boy. He was thrown, early in life, on his own resources, and had to seek a living. He is trying now to make for you a great railroad. He is trying to make for you a bigger and better Worcester. He is trying to make for you a prosperous and thriving New England. He wants to bring to you the raw material at the lowest possible rates and to this end he is working with might and main to-day. The New York & New Haven Road is dependent upon New England public. The New England manufacturer can go to the home of the raw material, but the railroad must stay here. Why is it not the ambition of this road to bring the raw material to New England and carry back the manufactured products at a rate sufficiently low to enable New England to compete with any section of this country? Don't condemn the railroad for trying to make itself so big and so strong that it can do this and keep the New England manufacturers in New England."

Rev. Dr. Lemuel Call Barnes, for five years pastor of First Baptist Church, leaves Worcester in April to become field secretary of the American Baptist Home Mission Society, with headquarters in New York. His field includes all North America, including Cuba, Porto Rico, a part of Mexico, Canada and Hawaii. Dr. Barnes came to Worcester from a Pittsburg pastorate about five years ago, succeeding Rev. Leo Boone Thomas as pastor of the Main Street Baptist Church. This was soon after the Salem Square Baptist Church, over which Rev. Spencer B. Meeser presided, united with the Main Street church. Rev. Dr. Barnes has witnessed the building of a new home for the church, which is the most imposing in Worcester, and can leave his labor with a feeling of much satisfaction over his work.

Dr. Barnes from early life has had an ambition to work in the missionary field. He originally intended being a missionary, but health and other considerations caused him to abandon this part of his life program. He leaves active pastoral work to enter a field for which he is pre-eminently fitted, a work he would voluntarily have chosen for his life calling. Among the Baptist clergy of the country he is known as one of the foremost students and thinkers, and he is also known as one of the most successful organizers.

Worcester was honored early in February in the election of Hon. Alfred Seelye Roe commander of the Massachusetts Department, G. A. R. He was elected Junior Vice-commander February 19, 1907, and his promotion was February 11 of the present year. He has been identified with the interests of the Grand Army many years, being a prominent figure in the councils of the soldiers. He was Commander of Post 10, G. A. R., of Worcester 1896, 1897 and 1898.

Mr. Roe was born in Rose, Wayne county, N. Y., June 8, 1844. He prepared for college in Falley Seminary, Fulton, N. Y., and was graduated from Wesleyan University in 1870. He served during the Rebellion in Company A, Ninth New York Heavy Artillery, Col. William H. Seward, Jr., and was taken prisoner in Monocacy Junction, Md., June 9, 1864, and released at Dansville, Va., February 22, 1865. He came to Massachusetts in 1870 and for five years was principal of the high school in Ashland. He came to Worcester in 1875 as teacher in the high school and was elected principal in 1880, remaining in that capacity ten years. He resigned to take a trip to Europe, and on his return was editor and publisher of Light, a weekly publication that was popular during its existence. He was elected to the Legislature, succeeding H. C. Wheaton in the House of Representatives in 1892, serving four years, and succeeded Hon. Stephen Salisbury in the Senate, where he served three years. He gave the address January 2, 1895, when the old House of Representatives was vacated for the new, also the centennial address of the Bulfinch State House, January 11, 1898. He is the author of several pamphlets on education, local history and military matters, including "Worcester in the Spanish War." He is an entertaining and effective lecturer and has preserved much of value in his historical writings. He has been president of the Young Men's Christian Association, and for the past six or seven years has been supervisor of the evening schools.

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IF YOU LIKE THE MAGAZINE, TELL YOUR FRIENDS; IF NOT, TELL US.

Worcester Evening High School

One must go back more than a hundred years to trace the beginning of the evening school, which is one of the strong features of Worcester's educational system. While the advanced school, or what in the last dozen or more years has been called the Evening High School, is comparatively new in Worcester's educational system, the system of schools known as evening schools seems to have had its inception in 1773 in Salem. These were maintained in that town for the purpose of teaching poor boys the mariner's art, and others to write and cipher. The twenty-fifth annual report of the Massachusetts Board of Education states that the first evening school was opened in the Warren Street chapel of Boston in 1836 with two pupils, in connection with the philanthropic Christian work of that society. As that school increased in numbers others of similar character were established and conducted by charitable workers and were aided by small sums from the city treasury.

Thus evening schools, prompted by the immigration of illiterate adults, were opened in manufacturing cities, in all cases maintained as public charities. In 1847 towns were authorized to maintain schools for adults and appropriations were accordingly made. In 1857 the Legislature advanced these schools to a place in the public school system, opening them to all persons

DANIEL F. O'REGAN,
Principal Evening High School.

above fifteen years of age and putting them under control of the school committee. The Acts of 1883 make their support compulsory on towns having 10,000 inhabitants. It is thus seen they were first voluntary, then authorized, then required.

The annual report of Worcester's School Committee for the year 1850 shows that the experiment of free evening schools had been tried for the first time during 1849. Three schools were opened on the first of Decem-

HON. ALFRED S. ROE,
Supervisor Evening Schools.

ber, of which one, at Fenwick Hall, for both sexes; one for females in the brick school-house on the Common, and one for males in the Thomas Street school-house. The first was taught by Mr. Addison A. Hunt and the second by Mr. John C. Newton, and they were attended for three months by eighty scholars. They studied from the letters of the alphabet to algebra, though writing, reading, arithmetic and grammar were the principal pursuits. For a few years the reports of the School Committee show discouraging circumstances in connection with the evening schools. Not much of encouragement is told in the committee reports during these early years of the city's life. They appear to have struggled along in a sort of a slow, fluctuating process until 1881, when the first step towards putting the schools on a permanent basis was taken. From that date on there seems to have been a decided improvement in the character and make-up of what is now one of the most successful evening school systems in the country.

In 1881 there were seven evening schools, two years later there were nine, and the aggregate cost that year was $3500. In 1890 there were twelve such schools, and in 1891 the late John J. Riordan, whose name is so closely identified with the evening school work, was made supervisor of the evening school system. He died

in 1900 and was later succeeded by Hon. Alfred S. Roe, and for the last seventeen years the evening school system has been one of the strong features of Worcester's educational system.

It is of the Evening High School that this article is confined. The establishment of this school was made by Mr. Riordan in the Washington Street building, which was the graded school of the Evening School system and which later grew into the first Evening High School. In October, 1893, the beginning of the school was announced by means of posters, explaining terms of admission, etc., with a largely increased registration as the result. In March following came the first graduation exercises of the advanced class. Diplomas of merit and a medal were rewarded for excellence in geography, algebra and history. In 1894 the Evening High School had its session in the old Walnut Street building, and at the graduation, March 22, 1895, the address was made by Dr. T. C. Mendenhall of the Worcester Polytechnic Institute.

The autumn of 1895 saw the Evening High School installed in the English High School building on Chatham Street, and there it continues to-day. The three years' course was devised and the entire evening school system at that time included fifteen schools taught by fifty-five teachers, maintained at an aggregate expense of $10,783. The graduation of subsequent classes has

THE LATE JOHN J. RIORDAN.
First Principal Evening High School.

taken place in the English High School Hall, and the graduation this year will take place in Mechanics Hall, the graduation which takes place in March being the second in that hall, and the principal speaker at that time will be Prof. George H. Blakeslee of Clark University, with remarks by Supervisor Alfred S. Roe, Principal Daniel F. O'Regan of the Evening High School and Superintendent Homer P. Lewis of the public schools.

The principal of the Evening High School is Mr. Daniel F. O'Regan, a graduate of the Worcester Polytechnic Institute in the class of 1891, and he has been connected with the evening high schools since that time. The earlier teachers of the high school include Dr. C. W. Whittaker, W. I. McLoughlin, Philip Russell, Dr. D. T. O'Connor and Thomas C. Carrigan.

When the school was installed in the Chatham Street building the studies included arithmetic, grammar, history, civil government, algebra, chemistry and rhetoric. There is now a teaching force of twenty-eight instructors with a registration of 450 pupils. While this is about one hundred smaller than last year, the percentage of attendance is larger. There is now a list of twenty studies in the Evening High School, several of them being divided in two or more classes. In Latin, German, civil service and English literature there are two classes each, while there are four classes in French. The instructors in these branches are: Latin and German, Robert G. Riech of the University of Berlin; French, Albert Pernot; chemistry, Dr. Thomas H. Clark, a graduate of Johns Hopkins University; Spanish, Miss Genevieve Boland; algebra and geometry, J. L. Gallagher; grammar, John L. Salmon, Lisbeth M. Larned and Florence E. McMahon; geography, Herbert G. Parker; civil government and history, Peter J. McLoughlin; typewriting, Mary A. Kenney; civil service, Frederick Bucklin; rhetoric and composition, George E. Reidy; physics, Ernest W. Desper; arithmetic, William J. Tierney, John H. Hunt, Minnie E. Troy and Mabel A. Quinn; English literature, Annabel C. Roe; stenography, Maud Y. Anderson, E. Marguerite Legg and Grace McDermott; bookkeeping, Charles B. Post, Susie W. Boyles, C. Victor Ekstrom, Edward H. O'Brien.

As compared with evening schools of other cities Worcester ranks high. It is one of the exceptionally few schools that has a five-night course. Boston has a larger school, but its course is three nights a week. For all practical purposes the Worcester school probably ranks first. The standard of the Evening High School is nearer the standard of the day high school than any other city and a diploma from the Worcester Evening High School in a majority of cases is accepted by higher institutions.

The first class to graduate with the full four years' course was nine years ago, the number of graduates being six; the second year there were nine; the third year, twelve; the seventh year, twenty-nine; and this year the list numbers thirty-six. The work in the school is all voluntary and the majority go to get specific knowledge. The same equipment is used as in the day schools. Although not directly connected with the Evening High School proper the Evening Drawing School is one of the important adjuncts of the evening

school system, and this year is, for the first time, reaching the end of its course of work. There are three pupils to graduate and they will receive their diploma at the time those for the Evening High School graduates are awarded. The work in this department is of an exceptionally high order, and as an illustration of the interest taken in drawing there were seventy pupils in attendance at a session of the school recently when the weather conditions were such that the instructors would have been satisfied with half that number. The results obtained have been highly satisfactory and from an evening school standpoint Worcester's rank with other cities is high. The work begun seventeen years ago by John J. Riordan has borne excellent fruit, he laying the foundation for a splendid work which has been carried on by his successors.

Purely Personal

UNDER the title of "Purely Personal" there is in course of preparation in Worcester a book treating taxation on an entirely new basis.

"The personal responsibility of each individual is the only taxable asset of any community." That is the foundation theory of the new system as it is written. "There can be no just tax assessed on property because it cannot be assessed equitably," and for other reasons. Making that as a statement of fact, the author proceeds to show that it is necessary to draw a positive line against every attempt to tinker up the old systems of taxation, which, he claims, are nothing but masses of patch-work so intricate that not even the experts can understand them, and nobody respects them.

EDWARD D. HOUSTON.

It is claimed that the iniquities of taxation have driven the people into a condition of dishonesty—not the burdens of taxation, but the inequalities which must be classed as iniquities—and that the system of graft that is growing on all peoples is most fertilized by the iniquities of taxation.

Confidence is the largest portion of the capital in commerce and industrial undertakings, the author claims. Therefore, the more confidence is built up among the whole people the more general it will be, the broader it will become, and the more value it will have as an asset. Nothing in the affairs of man can make so much confidence as the independence of each man under the public assurance to him that he is a responsible citizen with a positive value to the community as a factor. That fact is established at once by the purely personal tax, that shall never mark one man as more responsible for his proper existence than any other.

Each city and town is a corporation, and the stockholders are the people living in it. There is no just way to make one citizen a larger stockholder than another, therefore they must all pay in a like amount for the support of the corporation, because each one draws out the same dividend—the felicity of existence in the midst of the public improvements and the safety guaranteed by the bonds of social incorporation.

It is no longer possible to build up a large and legitimate business on the ignorance or gullibility of the people as a whole. It is therefore impossible to build up and sustain in peace a corporation after the nature of a city or town unless the intelligence of all the inhabitants is taken into account and regarded as the basis for public control.

The most successful business on a broad basis today is the newspaper or periodical publication industry. No other kind of business is so thoroughly founded on the intelligence of the masses. Almost every line in them all is a tribute to the progress of intelligent thought and hunger for more growth of the same kind.

When cities and towns are founded on the same idea, and made more liberal on the broad basis of the responsibility of each citizen, and all are counted annually as important units for the sustaining of the city or town, the conditions will be more civilized and more civilizing. There will be less iniquity and more independence, though at the same time more dependence of the rich and the poor as a whole, one on the other. Then there will be ability and disposition to make the same contributions to the public funds, and a unity of opposition to the practice of living at the public expense, either on salary or on charity, or on graft.

As the greatest crime against the human race is graft, because it is non-producing though consuming, the only way to strike fatal blows at the roots of its growth is to kill the root. On that basis of attack the author of the book proceeds to explain wherein it is impossible to satisfy the people with a property tax, because it is fundamentally wrong; and how it is possible to satisfy the people with a purely personal tax, because it is right.

The argument that instantly appeals most to all the people who have read parts of the volume is that under the personal tax system the payments will be made direct by each person to the public treasury. It is made clear that now the owners of rented property collect a certain part of the rental price for the purpose of paying the taxes, and that they make sure to collect enough for that purpose. That being so, the user of the property pays the taxes and pays a little more to the landlord because the owner has the advantage as the responsible party to the tax collector. In other words, the rich man looks after the paying of the taxes in his own name for the poor man, and charges something for

his services. That follows all the way through the payment of taxes now, in rents, wages and investments.

That it is an important item for the poor man in his rent alone is shown by this simple illustration in mathematics: The average house rent is $20 a month. That is $240 a year, and 10 per cent. on a valuation of $2400. The taxes are generally figured by landlords at 2 per cent., and they collect rents on that basis. Two per cent. of $2400 is $48. That means that the owner of the rented property is collecting $48 of the average rent price of a house or flat in the city to pay the taxes on that portion of the building occupied by the tenant and his family. The average rate of taxation for each man under the purely personal system would be nearer $40 a year than the $48 that he is now paying to the landlord to reimburse him for the taxes he pays on the building.

But the poor man will gain in still another way directly by means of the abolition of taxes on property. The industry by which he is employed will have no taxes to pay on its real estate, outfit, or stocks and bonds. The tax expense of the present will turn into more wages for the workers. That is not a theory, the author of the book claims, but a principle that must come out in human affairs, just as other righteous principles are forced out in time.

The line of argument on this point is that the personal tax will become a necessity for each man of age and self-supporting, just as surely as the buying of sufficient clothing and food for living within the bounds of decency, and just as surely as each person now buys tickets of admission to the places of amusement or for transportation on trains. The taxes being therefore considered a necessity, they will be provided for in the general rate of wages, just as the rate of wage now for anything is fundamentally based on the necessity of living within the requirements of human society, from the highest to the lowest. Otherwise there would be no occasion for wages or salaries, for the argument would be that the workers had no wants that the employers were bound to recognize as necessities, and therefore they should work for nothing. That was the idea that preceded slavery. When the entire community and the entire nation and the entire world understands that it is necessary that each man shall earn enough by the rent of his time and his talents to another to pay his full proportion of the public tax justly and honestly assessed against him, and to maintain himself and his family, then there will be a more perfect way, and there will be no considerable exception to the rule that the pay will be sufficient for the necessities, as it is now so far as it goes.

But regardless of the way it must be worked out to perfection, the author claims that the purely personal

PHYSICS DEPARTMENT, EVENING HIGH SCHOOL.—See page 56 for article.

tax makes the conditions right at the foundation and maintains them, because it simplifies and holds in simplicity the income of the community for all time. That instantly disinvolves the problem of public support and makes it so plain that the most unthinking man capable of self-support can understand why he is taxed, what for and how much. With that universal understanding of the matter of taxation there begins a program of education that puts every human being far above the average standard of intelligence to-day. When all understand that the taxes are honestly and equitably assessed and therefore all the same, all will have a deeper interest in the paying out of the money that is gathered for the public purse. Then the war of the human being against the tax and the government will cease. Then the war against the rich and the prosperous will cease in great measure, for the independent wage earner will know that he is an equal factor and an important factor in the social life, and that he is not robbed for the purpose of building up a higher place for the rich and the powerful to stand upon to look down upon the poor and dependent, in theory.

That the taxation problems have become too intricate for the understanding of anybody is evidenced on every hand. There have been conventions and commissions on taxation in many if not all parts of the United States for many years, and more within the past year than ever before. Governor Guild of Massachusetts presided over one of these conventions a few months ago at Columbus, Ohio. That was a gathering of men said to be well versed in the problems of taxation.

It was freely admitted by all of them at the gathering and afterward that they did not understand the problems and saw no way out of the wilderness of miserable results of taxation. The most careful reports of that gathering indicated no new light on the darkness of taxation, and it was a series of sessions of the best experts selected from states of this country by their governors, and from provinces of Canada by similar authorities. And many of the governors were there with them. They admittedly merely added to the intricacies of the involved mess of taxation. And they were not partisans seeking political ends. They were men seeking a path out of the wilderness of taxation chaos.

Newspaper men have followed the work of the taxation commissions in many states for years, and have done their best as reviewers of the work to pick out some new light or signs of light, but they admit that when they have stopped to think of taxation the wheels simply turned around without making a move forward or backward. It is all chaos. And still men demand reforms in taxation. They send in demands and hints and suggestions, and other masses of words, but nothing that makes one problem any more clear.

President Charles W. Eliot of Harvard University, in a recent address to a Boston audience, probably made the most pertinent criticism of the taxation confusion that has been recorded for a long time, not only because he touched it as an impossible condition for the advancement of schools, but because he unhesitatingly said that it is a corrupting influence. President Eliot said:

"We shall not get the school system of the United States into good condition until taxation is also reformed. The mode of taxation in many of the out-of-the-way country towns is to tax everything that is visible, and only that. In Massachusetts we have been attempting to tax the invisible, and that is to our sorrow, for in taxing property that we are unable to get at, all sorts of corrupting influences creep in."

That must be considered sufficient evidence that there should be a radical change in the taxation systems.

The author of "Purely Personal" has written one of his strongest pages in commenting on this position of the head of Harvard University, and it reads:

"All countries of importance are spending billions of dollars annually to educate their children, and more than half the expense and time is wasted in trying to overcome complex problems that are useless. The colleges are unable to educate men to understand the systems of taxation. Only an occasional mind is capable of grasping more than half the details. None ever reaches the point where he feels sure that he is master of the taxation theories that are in practice to-day, and much less the details of all of them that are applied to his community alone.

"The statute books are full of laws and amendments touching on taxation, and the courts have been filled with cases from the beginning of time. It is all as useless as trying to count the sands of the deserts. The reform must come to the taxation system, not to man. Man will never reach the point of wisdom or indifference where he will not care how or how much he is taxed. He will always have an interest in the subject, and when he is taxed simply and equitably he will pay his assessments in a manly fashion, and cease to bother about it with the spirit of rage and antagonism that now characterizes his every thought on taxation. The purely personal form of taxation will educate more people in a year on that point than all the schools have in all time."

The purely personal tax plan contemplates no change in the national taxes, as it has nothing to do with the raising of revenues by what the author calls the "C. O. D. tax," or that which is charged on goods in process of passing from the producer to the consumer. Nor does it contemplate any change in the process of taxing nuisances either by the federal government or by the local governments.

The author considers that a direct or confiscation tax is perfectly proper for the purpose of making certain regulations for the benefit of all the people of all communities. The reform he seeks is in taxation for the support of the just public expenses of the state, the county and the city or town. To make this point plainer, one of the explanatory pages of the manuscript for the volume is here quoted:

"Each adult man capable of self-support shall pay an equal amount of the taxation of a city or town and the county and state in which the community is located. The tax shall be apportioned by dividing the amount of money to be raised in any one year by the number of such adults known to the assessors. A census shall be taken once a year in each municipality for the purpose of assessment, and the conditions of the people reported in detail to the assessors, that they may decide, after proper inquiry, what persons shall be excused from paying taxes that year.

"All such persons not able to pay taxes shall be regarded as municipal charges, and all their belongings shall be subject to the control of the municipal authorities designated for that purpose.

"There shall be no other form of taxation for the purposes of cities, towns, counties or states, except such as shall be considered proper for the licensing of certain privileges, for the public safety."

The author claims that there will be little difficulty in collecting all the taxes annually, or much more of the total than is ever gathered in now anywhere.

He believes that the problem is capable of being worked out on the basis of justice inherent in normal humanity, with the understanding that humanity must be allowed to return to the normal from the tense strain in which the miserable tax systems hold it now. This is the way he argues that out:

"The simplest form possible to any business is the best. Taxation is a business necessary for the social life of man in civilization. The more the social life can be simplified, or placed within the understanding of each individual, the better. It is the highest possible ambition of man. All men capable of self-support can understand personal taxation, the reason for its assessment and the necessity for its payment. It would, therefore, be regarded as a personal obligation, and be met more completely and with less friction than any tax assessed by other process. And each individual would take more personal interest and pride in the affairs of the community, in the economies and in the expansions. That would dispose of the serious objections to mere poll tax payers deciding by their majority of votes the disposal of public moneys or the officials to make such disposal.

"Each voter would be able to realize what portion of the expenses in a debatable issue would have to come from his own pocket. He would be voting away his own money as much as that of any other citizen. The judgment of every man in the community would be improved by such contemplation of the consequences as must come to him under the personal taxation system. The edu-

BOOKKEEPING DEPARTMENT, EVENING HIGH SCHOOL.—See page 56 for article.

cational feature of that alone would be worth more to the country than any feature resulting from any other form of taxation.

"Every man would in time come to understand that the payment of his proportionate part of the taxes of a community was as much a part of his citizenship as making a decent appearance, taking an interest in affairs of any or all kinds, and claiming his right to justice in the courts.

"None would have occasion to make the claim that he had been discriminated against, or that anybody had made an unjust inquisition into his possessions for official purposes. There would be no guess-work as to the values of property for taxation.

"The home would be more sacred. It would remain within the hold of the owners in adversity a thousand per cent. more safely than under the present conditions. There would be a more stable population in each community and less shifting about of the people from one district to another. More would own homes and make them better, and there would be fewer cases in the divorce courts.

"By reducing the disposition to move, there would be an economy to the more thickly settled communities sufficient to pay all the public expenses. That is, the expense of moving, in money and waste of goods, would be so much reduced that the people as a whole would be able to pay the taxes from the amount thus saved. A large portion of that expense is now absolutely wasted, because neither the transportation agents nor the moved are gaining by it. It is a dead loss, a waste in wear and tear."

The author follows the ownership for property through many avenues and shows still other evils of the property tax, and then makes this argument, which he considers of immense value for the republic, and evidence of the worth of his personal tax system:

"But there is nothing so good for the people of any place as individual ownership of the property used for living purposes or for business purposes, or for manufacturing purposes.

"The individuals have limitations as to time of existence. Therefore nothing is tied up for indefinite periods of great changes, and there is always that individual disposition to make changes in response to the moods of the community that does not pertain to institutions which own property for the use of individuals. That means growth.

"There is also in the individual ownership of real property a freedom of action at all times that is impossible to a great owning institution like a bank or an insurance company. The individual may sell his holdings in a day, without delaying formalities. That makes business.

"The institutions, subject to the State laws, even when the actual or full owners of real property, cannot sell without delaying formalities. That hinders business.

"In the business of handling real estate there is always, if properly conducted, an avenue for the most perfect expansion or contraction of credits. The credit system of this country would be immeasurably improved by increasing the absolute individual holdings of real property, and the surest way to make that increase is to remove the tax from property, and thereby make it the safest place for a person to put the dollars that are accumulated, for the maintenance of a personal shelter as well as for the conduct of his business in any line."

The author has his own ideas as to the value of the personal tax for making the public service more business-like, and incidentally he touches that subject under the head of a more perfect understanding of the affairs of the time when the public service will be attended to in the same way that private interests are looked after by successful business men. That is the intent of the republican form of government.

"There can never be a perfect form of republican government before all the capable people in it are equal contributors to its support and equal directors in it according to their best understanding.

"It is known that the fraternal societies are permanent in their organization and helpful to all the membership only so long as their expenses are paid by each member alike and the government is administered by persons selected by the ballots of the whole without other distinction than that of fitness for the positions.

Such democracy as that is possible in the nations, and it will be thousands of years nearer realization in its most perfect form the hour that universal and purely personal taxation by assessment is put into force.

"It would immediately raise the level of all men, because it would lift the minority nearer the level of the wealthy minority."

Throughout the manuscript of the book of taxation there are quotations from the remarks of men in the past few months, but none is more significant than this short sentence from the remarks of President Lucius Tuttle of the Boston & Maine Railroad before the Massachusetts Special Recess Commission on Taxation, at Boston, November 26, 1907:

"For years Massachusetts has been discussing taxation questions, and it is still at the point from which it started."

The author declares:

"President Tuttle was not finding personal fault with the taxes, nor was he speaking wholly as the president of the railroad system which covers a large portion of New England. He was voicing the general ideas of men of business, with perhaps a special leaning to a consideration of the laws and proposed laws for the taxation of stocks and bonds.

"All the methods by which the tax is squeezed out of such paper, representing the public financial interest in the success of the railroads and other industrial institutions, are condemned by men of business. They

know that it is impossible to make a State law for the assessment of stocks and bonds that will tax all of such paper justly, in this State and in other states. But there is a simple answer: Do not tax the stocks and bonds at all. Then they can be scattered in any State, and the buyers and holders can understand at any time what their value is without stopping to figure out the expense of taxes if they hold them in one State or another. And there will be no figuring out of methods to escape taxation on such paper representing value—no communions with the inner self of an otherwise decent man as to how far he can become a criminal and escape taxation."

Under the personal system there would be no taxing of the stock in trade of merchants, and that would mean a saving of more than the price of the personal tax to each family, for that kind of stock taxation means that the dealer is always confused as to how he shall figure out the expense, and he has to make the per cent. of profits higher to cover the tax.

The author claims that the dealer is not fool enough to fail to make himself whole for what the tax collector gathers in from him, and he takes more than enough. The poor man and the rich man alike pay that balance, but the poor man pays the most of it because he buys in the smallest lots, and therefore pays the highest prices.

This and other troubles of taxation are considered under the general head of taxation on activity, and the income tax is especially condemned in this class.

Under a section attention is paid to a class of taxation that particularly appeals to Worcester, as follows:

"Taxation of energy leads to more confusion, perhaps, than any other form of taxation. It is taxation of the energy of capital for the most part, as it appears on the surface, and it is taxation of capital energy, in fact, for it involves energetic capital in so much trouble that there is expense in spite of the fact that capital when on its feet turns the tax over to labor by fitting the wages so that the capitalists are reimbursed by the workers.

"But the mere fact that it takes time, expensive counsel, more bookkeepers, and constant argument to keep the investors in line of satisfaction is enough to condemn the taxation of money energy in any form. The point is best illustrated by reference to the message of Gov. Curtis Guild, Jr., to the Massachusetts Legislature at the opening of the session of 1908.

"There is no criticism of the Governor, as an official or as a man, in the fact that he wrote so much on this subject—but there is possible a tremendous amount of criticism of a taxation system which made it possible for the chief executive of a State to make such an arraignment of the conditions which exist under it. Governor Guild wrote:

"'The course of the General Court under the pressure of certain combined political influences has been utterly illogical. It has steadily relieved cities and towns of one burden after another, and as steadily stripped the Commonwealth of one source of revenue after another, to the encouragement of extravagance in local administration by giving the cities and towns a revenue that logically and legitimately belongs to the Commonwealth. This in part is true in regard to the revenue from liquor licenses. It is notoriously true as to the corporation tax. The corporation is a creature of the State. It is controlled by the State. Expenses incurred on its account are borne by the State.

"'Universally, except in Massachusetts, the corporation tax—which is after all an excise tax—is given to the State. Here the greater part of it, with fine lack of logic, is returned to the cities and towns, and in such an unscientific and inequitable manner that communities least able to bear taxation receive little or no relief, while communities best able to bear financial burdens are relieved largely of local taxation.

"'Under the present inequitable system the city of Boston pays in direct State tax $1,500,000 and receives back in distribution of revenue from the corporation tax $980,000. The town of Brookline pays $112,000 in direct tax and receives back in corporation distribution $202,000.

"'The struggling city is mulcted half a million a year, while the rich town actually collects for its own local expenditure, out of the treasury of the Commonwealth, $90,000 a year by the operation of the present absurd and illogical system.'"

The author of "Purely Personal" claims that this from the Governor of this State is but a sample of the complaints that are being written all over against the system, and that the suggestions made for improvement are mere admissions that nothing except the personal tax can right the wrongs.

The system of purely personal taxation has been worked out entirely on his own lines of thought by Edward D. Houston, who has been a news editor and editorial writer of the Worcester Telegram more than twelve years. He says he has been unable to learn that it was ever before treated as an entire system for the taxation asset of a state, its counties and cities and towns.

Mr. Houston was for several years a news and special writer, and successively city editor and editorial writer for the Manchester, N. H., Union. His experience as a newspaper man also extends through the ownership of a Massachusetts weekly more than twenty years ago, and several ventures in publications that were too far ahead of the airship era to find abiding places on earth.

He has also been a commercial traveler, and always had the habit of studying the people through their results as shown in their places of habitation, and from that grew his desire to make their conditions better by a simple system of doing away with the cumbersome and iniquity-making methods of assessing taxes.

Dr. Charles K. Pevey.

Dr. Charles Kendall Pevey, who died February 22, after a short sickness from pneumonia, was one of the most widely known men in Worcester. Although his profession was that of dentistry, he was equally well known in the business world. He was interested in business enterprises, took an active interest in the affairs of Worcester and was a citizen who commanded respect from all classes. Few people will be more missed along the streets than Dr. Pevey, for he had been one of the most familiar personages for more than a quarter of a century.

He was born in Schaghticoke, N. Y., 64 years ago and received his early education in that town. He was a son of Benjamin Abbott and Clarissa (Whittemore) Pevey. While he was young, his parents removed to Wilton, N. H., and there he completed preparation for a higher course of instruction. He later attended Sterling Academy and from there went to Philadelphia for the purpose of studying medicine.

Dr. Pevey started in practice in Worcester in 1866, and up to within a short time of his death, he conducted an office continuously nearly forty-two years. He and his brother remained in the first office several years, after which their office was removed to 418 Main Street, corner of Pleasant Street. The partnership continued at the new location but a short time, when Dr. Benjamin M. Pevey left the partnership and Dr. C. K. Pevey continued the practice in the Main-street office. Always he was a keen observer of politics, and an earnest and faithful supporter of all that he considered best for the city and the welfare of the people. He was also active in business matters and was the owner of stocks in a large variety of companies, chief among them being the Hassam Paving Company.

In January Dr. Pevey was forced to give up active work, owing to a severe cold, and pneumonia set in, which resulted in his death. He is survived by one brother, Dr. Benjamin M. Pevey, with whom he lived, and two sisters, Mrs. George Russell, Wellesley, and Mrs. Henry French, who is in California.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

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Secretary, Herbert M. Sawyer. *Treasurer*, Samuel D. Spurr.

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Board of Trade and Industrial Notes

The annual meeting of Worcester Board of Trade takes place on the night of Tuesday, April 21.

The last meeting of the Board of Directors for the present Board of Trade year, before the annual meeting, will take place Thursday, April 9, at the Board of Trade rooms on Foster Street.

The following were elected members of Worcester Board of Trade at a recent meeting of the Committee on Membership:

Otis W. Everett, Winslow Skate Mfg. Co., 31 Mulberry St.; H. M. Hedderly, agent N. Y., N. H. & H. R. R., 43 Madison St.; Frank F. Bullard, Morgan Spring Co., Greendale; Edward P. Ingraham, A. C. Munroe & Ingraham, 492 Main St.; David Welch, Worcester Stained Glass Works, 88 Winter St.; Frank S. Fay, Worcester Woolen Co., 17 Southgate St.; J. J. Higgins, contractor, 518 Main St.; Sven E. Hanson, ticket agent, 241 Main St.; F. H. Daniels, chief engineer, American Steel & Wire Co., 94 Grove St.; Samuel W. Roberts, real estate, 340 Main St.; Marcellus Roper, Marcellus Roper Co., 284 Main St.; Thomas E. Sterne, Sterne & Marey, 49 Main St.; E. L. Keyes, Cummings Co., 60 King St.; Thomas F. Myers, Massachusetts School of Engineering, 8 Canal St.; C. J. Pomeroy, manager, the Warren Hotel, 201 Front St.; Henry P. Savory, agent Adams Express Co., 18 Foster St.; E. Howard Reed, Reed & Prince Mfg. Co., Duncan Ave.; Samuel Slobin, paper, 87 Millbury St.; E. D. Ward, building contractor, 82 Foster Street; Nicolas Nilson, contractor, 5 Farwell St.; William Turner, J. R. Torrey Razor Co., 128 Chandler St.; William H. Norton, Cummings Co., 60 King St.; Charles H. Bosworth, special agent Board of Trade, 11 Foster St.

Dr. Julius Garst has presented the Board of Trade a photograph of the banquet in Washington last winter on the occasion of the convention for the extension of the foreign commerce of the United States. The photograph is in a unique frame, made of Japanese matting—representative of a Worcester industry in which Dr. Garst is interested—a loom for weaving this matting. In the picture the faces of Dr. Garst, Hon. W. A. Lytle, C. L. Allen, W. E. Buck and M. P. Higgins are conspicuous. With the exception of Mr. Higgins these men were delegates of the convention from Worcester Board of Trade.

At the February meeting of the directors of Worcester Board of Trade several matters of importance were considered and disposed of. A committee of four, including the President, George F. Booth, was appointed to co-operate with the Worcester Agricultural Society and the Worcester Merchants' Association in the effort to have an exhibit by manufacturers and merchants at the annual fair of the Worcester Agricultural Society the first week in September. The committee of the Board of Trade consists of Herbert L. Adams, John W. Harrington and George D. Barber. The Board of Trade also voted to co-operate with the above associations in an invitation to Mr. Luther Burbank of Santa Rosa, Cal., to be the guest of the association on the occasion of its fair.

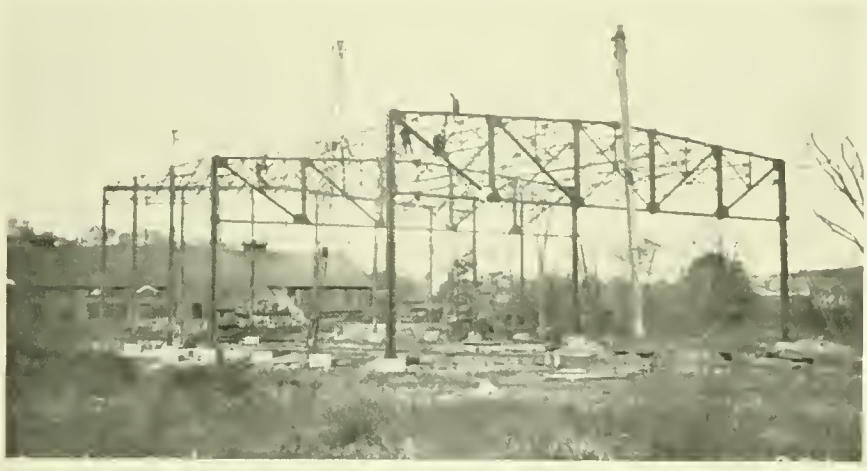
It was voted to adopt a resolution opposing the bill before Congress providing that the thirteenth census be taken outside the civil service rules and the old spoils basis.

Report of the Committee on Railroads and Transportation on matters referred to it was adopted as follows:

Gentlemen: Several matters referred to your Committee on Transportation and Railroads at the last meetings have had careful consideration.

Your committee have had one joint meeting with a commit-

tee of the Worcester Commercial Travelers' Association, at which were present all the agents of the steam railroads having terminals in Worcester, and as a result the Boston & Albany Railroad are to arrange their schedule of trains and issue a new time-table on Feb. 23rd, which will give the people of Worcester, as it seems to your committee, all the reasonable service which they are entitled to under present conditions, and a very marked improvement over the present schedule.



NEW BUILDING OF EASTERN BRIDGE AND STRUCTURAL COMPANY—SHOWING CONSTRUCTION.

They have also agreed to announce all trains by megaphone in the waiting rooms and in the station corridor, and they have agreed to arrange for a satisfactory bulleting board in the corridor, on which will be announced all late trains, thus saving the necessity of passengers going into the train shed to get this information.

They have also agreed to facilitate the delivery of freight between Worcester and Marlboro via South Framingham, and the Boston & Maine Railroad is working out some scheme by which the delay complained of in freights between Waltham and Worcester on goods for the corset manufacturers will be obviated.

With reference to the inequality of the minimum express charges between Worcester and Gardner, and Boston and Gardner, your committee have had a long correspondence with the American & National Express Company, but without accomplishing what they believe to be a reasonable result. As a matter of fact, the minimum charge of fifteen cents in New England has been withdrawn, except as it may apply to what is known as "Section D" of the express company's tariff, which selects certain classes of matter, which apparently are those which would go by mail, and on such packages they retain a very low rate. This matter seems to your committee to be a great injustice to shippers of certain kinds of material, and creates a preference which is unreasonable, but we have been unable to obtain any satisfactory reasons for these changes from the general traffic manager of the company, and as this matter has now been taken up by the Boston Merchants' Association and some bodies of greater prominence than the Worcester Board of Trade, it seems that your committee should be discharged from further consideration, except as they may work in conjunction with other associations and committees.

The Committee on Municipal Affairs submitted the following report, which was adopted:

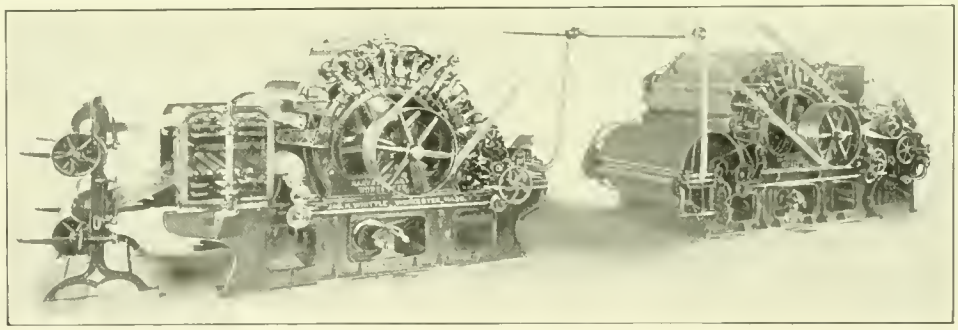
Gentlemen: The Committee on Municipal Affairs, which was instructed to consider the suggestion for the exemption of Worcester from the law limiting the tax-rate, has attended to its duty and begs leave to report as follows:

We believe that neither cities nor private corporations ought to be made exempt from the general provisions of law unless very special circumstances are shown making such exemption necessary. No emergency appears to exist in Worcester to put this city in a special class.

Many departments of municipal work are costing the city much more than in former times. Other cities are similarly situated. It is a question whether all cities will continue to practice a more and more luxurious and extravagant style of living until it will become necessary to wipe out the general law relative to the tax-rate, or to raise the limit therein named. We are of opinion that the present law is working well, and we recommend the Worcester Board of Trade to oppose the exemption of Worcester from the provisions of that law, fearing that such exemption would constitute a general invitation to extravagant use of the taxpayers' money.

The accompanying illustration shows the new steel frame building of the Eastern Bridge and Structural Company, now in process of construction on Crescent Street. It is 100 feet square and 30 feet high, modern in design and construction, and is designed for the manufacture of girders as heavy as forty tons each. It is equipped with electric power and compressed air machines, all of the most modern type. It will be one of the most up-to-date structural buildings in New England.

The cut below represents the latest and improved carding machine for carding woolens, worsteds, etc. By this process a two-card set will give more even work, better mixing, better carding, and as much carding as any three-card set now manufactured. This can be furnished in three-card sets if required. By using this carding device about one-third of the space is saved, one-third of the power, and the cards are sold for less money than a three-card set. With a two-card set, on the breaker we get 8 workers and on the finishers 6 workers, which makes 14 workers against 17 in the regular way. The workers on these cards run in pairs. The first worker does no carding, as it runs point to point with the clothing on the main cylinder. This simply holds the stock while the main cylinder draws the staple out to its fullest length. It is then passed to the second worker, which cards it, and what does not pass by this worker is carried back by the upper stripper to the first worker of the pair and recombed,



J. H. WHITTLE'S NEW IMPROVED CARDING MACHINE.

and then returns to the second worker, following through this process until it is thoroughly carded. The next set of workers is set slightly closer, and goes through the same operation. In one set of these cards there are 42 carding points against 17 carding points in a three-card set, giving far superior carding to any three-card set now running.

The New England Biscuit Company, which some time ago took over the business of the Cartwright & Borden Company, finds itself exceptionally prosperous in the midst of the present depression. The building which it owns and occupies on Nebraska and Winona Streets has been sub-let in part to H. G. Barr & Company, but on account of the demand for their goods the Biscuit Company has been obliged to lease out their tenants and will occupy the entire building. This means doubling the plant, making it one of the largest concerns of its kind in the country. They have added new specialties to their line of goods, have increased their help, are running on full time, and in the early spring will be occupying about 60,000 square feet of floor space. Artesian wells have been sunk, which gives them an exclusive supply of the best water, and it is now easily reckoned as one of the prosperous concerns of Worcester.

Foreign Trade Opportunities

Inquiries of any information concerning the following heading will be answered by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C. In replying for addresses refer to file number.

No. 1892. **Sheet metal.**—One of the special agents of the Department of Commerce and Labor reports that a contracting builder in a South American city who uses a lathe of his own design desires lowest quotations on thin metal sheets.

No. 1893. **American goods for South America.**—The Bureau of Manufactures is in receipt of a letter from a New York exporter in which he expresses a desire to receive from manufacturers in the United States catalogues and prices, together with samples, if possible, of goods suitable for the South American trade, such as drugs, chemicals, rosin, kerosene, dry goods, hardware, machinery, saws, tools, shoes, upper leather, pianos, clocks, jewelry, firearms and powder, scientific instruments, lard, bacon, butter, etc.

No. 1897. **Agricultural implements.**—A special agent of the Department of Commerce and Labor advises that an American instructor in the State Agricultural College of one of the South American countries could utilize illustrated catalogues of modern farm implements, particularly cultivators suitable for cotton plantations, also catalogues of dairy machinery.

No. 1904. **American tools.**—W. van Tienen & Co., Barneveetlaan, 55, The Hague, Holland, desire to correspond with American manufacturers of tools and machinery suitable for import into Austria-Hungary.

No. 1837. **Goods for Mexico.**—Juan de la Maza Alonso, Calle del Toro Num. 37, Tehuacan, Pueblo, Mexico, advises the Philadelphia Commercial Museum that he would like to receive the names of firms producing goods salable in that market and to receive catalogues, price lists, etc., printed in Spanish.

No. 1845. **Agricultural implements.**—One of the special agents of the Department of Commerce and Labor reports that an established firm in one of the west coast countries of South America desires to secure the agency of some American manufacturers of agricultural implements plows, cultivators, harvesters, windmills, etc. Correspondence may be had in English.

No. 1847. **Automobile plows.**—The Bureau of Manufactures is in receipt of a letter from a special agent in which he states that a large sugar planter with extensive practical experience desires information in regard to automobile plows.

No. 1853. **Wire.**—A leading importer of machinery and machine tools in Western Europe informs the American consular officer, who is stationed in the city in question, that he would like to communicate with American wire manufacturers who are willing to do an export trade, and to sell at competitive prices.

No. 1854. **Automobile repair parts, fittings, and novelties.**—An American consul in the Mediterranean region writes that the proprietor of a large hardware establishment informs him that he desires to secure spare parts, fittings and novelties for automobiles.

No. 1860. **American representation in China.**—The Bureau of Manufactures is in receipt of a letter from a business man in which he writes that he desires to represent some American firms in China.

No. 1863. **Machinery for making concrete cubes and building blocks.**—An American consul in the British Isles advises that a large firm of "concreters and asphalters" has made inquiry of him for the name and address of an American manufacturer of machinery for making concrete tubes for a patent flooring.

No. 1865. **Representation in Latin America.**—A New York firm of foreign sales promoters, in a letter to the Bureau of Manufactures stated that it is desirous of making arrangements with American manufacturers who wish to extend the sale of their goods throughout Latin America (Mexico, West Indies, and South America).

No. 1881. **Tools.**—Edward G. Herbert, Rosamond street, East, Manchester, England, writes to the Manufacturer's Record that he desires to secure the agency for clamps, vises, adjustable packings, and other labor-saving appliances for foundries and shops manufactured in the United States.

No. 1887. **American goods.**—The Weekly Bulletin of the Philadelphia Commercial Museum states that Messrs. H. Haywood & Co., 5 Fairbank street, East Road, City Road, London, E. C., England, are open for a few agencies for all classes of goods except machinery.

FOR SURETY ON BONDS

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408 Main Street, Worcester, Mass.

The WORCESTER MAGAZINE

Illustrated

APR 1908
PERIODICAL

WORCESTER NATIONAL BANK BUILDING, FOSTER STREET.
HOME OF WORCESTER BOARD OF TRADE.

Published by Worcester Board of Trade,
APRIL, 1908

WOODBURY CARLTON CO.

"SURE SEAL" SYSTEM

A Wonderful Invention in Steam Circulation
The Vacuum System Perfected

As is generally known by all users of steam, vacuum heating, which does away entirely with the use of Air Valves and leaves the entire system and every portion of the radiating surface open to the action of steam, is the only correct method of heating. It has never been possible heretofore to adopt this method for house heating owing to the inability of making and maintaining a vacuum. In factories this system has heretofore only been used by maintaining a steam or power pump at great expense. In our system all of these objections are entirely done away with.

A Few Reasons Why

An invention as important to steam as the Telephone to communication, or Electricity to transportation.

Our system makes and maintains any Vacuum necessary from 1 to 29 inches, without the aid of any outside appliance

Nothing to get out of order or ever need repairs. Can be attached to any steam heating system now in use.

The only vacuum system of steam heating in existence which can be used in residential installations and return the condensation direct to the boilers without the aid of a pump.

The only system in existence which will move the water of condensation from the radiating surface at the instant of liquefaction.

The only system in which the return condensation can be brought back within one degree of boiling.

The only system requiring no water for cooling the returns.

The only system of vacuum steam heating for factories or large installations requiring no pump to maintain a vacuum on the radiating surfaces.

The only system entirely removing the back pressure from your engine exhaust.

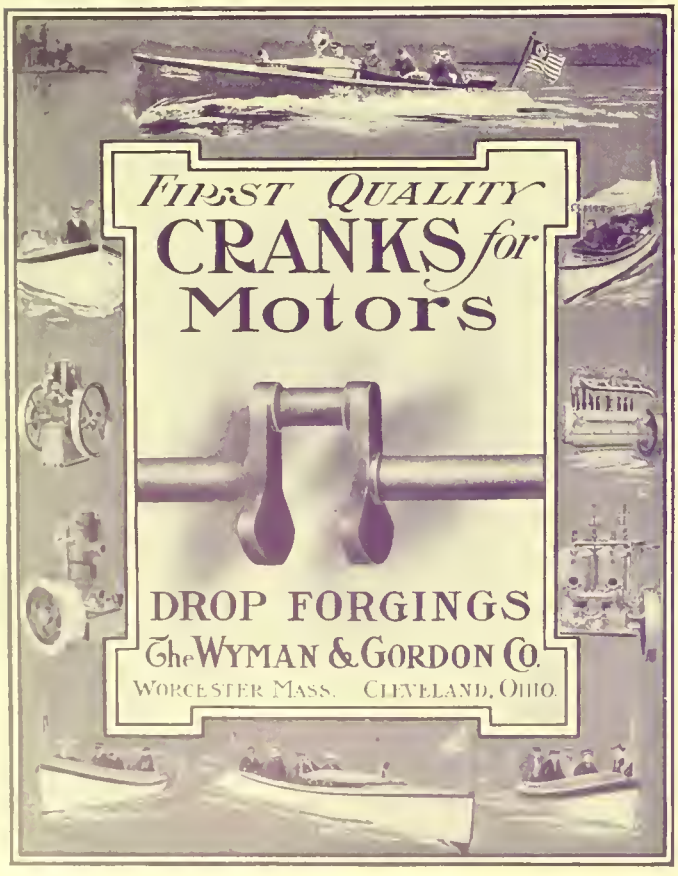
We claim that we can **reduce your fuel bill 50 per cent.** in heating your house or factory. That we can reduce the cost of **maintenance 90 per cent.** That we can reduce your **cost of repairs 95 per cent.** over any system in existence.

This system in full operation can be seen at our warerooms. Catalogues and full information cheerfully furnished.

CENTRAL SUPPLY COMPANY

Sole Manufacturers

Foster, Corner Commercial Street, Worcester, Mass.

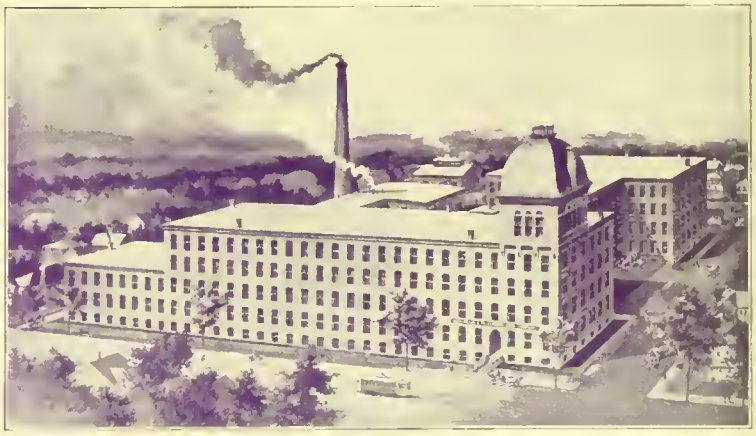


Established 1871

H & R ARMS CO.

Incorporated 1888

Harrington & Richardson Arms Company



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Worcester, Mass.

BOARD OF TRADE BANQUET, 1908.

The WORCESTER MAGAZINE

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Contents

MAGAZINE AND MUNICIPAL COMMENT.
For an Industrial Fair, 67
Worcester Needs No Anarchy Teachings, 68
Farewell to the Parish Priest, 68
Worcester Entirely Surrounded by Water, 68
A Commission to Relieve Congestion, 68
Optimistic View from a Conservative, 68
OLD BANK AND ITS NEW HOME, 69
MARCH TRADE REVIEW, BY O. C. ANSLEY, 72
FOUR BANKING MEN, 73
CHARLES DICKENS IN WORCESTER, BY FRANKLIN P. RICE, 74
PROF. BLAKESLEE ON THE PHILIPPINES, 77
REVIEW OF CURRENT EVENTS, 77
BOARD OF TRADE NECROLOGY, 79
BOARD OF TRADE BANQUET ILLUSTRATED, 79
BOARD OF TRADE THIRTY-THIRD BANQUET, 80
BOARD OF TRADE AND INDUSTRIAL NOTES, 84
FOREIGN TRADE OPPORTUNITIES, 88
MASSACHUSETTS SCHOOL OF ENGINEERING, 87
GOVERNOR HUGHES ON INDUSTRIAL CONDITIONS, 79
FOREIGN TRADE OPPORTUNITIES, 88
SOME THINGS THE BOARD OF TRADE HAS DONE, 89

ILLUSTRATIONS.

Worcester National Bank Building, Front cover
Main Lobby Worcester National Bank, 69
Directors' Room, Worcester National Bank, 70
Safe Deposit Vault Door, Closed, 71
Safe Deposit Vault Door, Open, 71
President's Room, Worcester National Bank, 72
Passage of "Pickwick," written by Charles Dickens when in Worcester, 76
Allen-Higgins Wall Paper Co. Building, 85
Tool and Cutter Grinder, 86
Massachusetts School of Engineering, 87

PORTRAITS.

James P. Hamilton, 69
Alfred L. Aiken, 73
Albert L. Stratton, 73
Charles A. Chase, 73
Frank L. Drury, 73
Charles Dickens, 74
Charles Dickens, 75
Prof. George H. Blakeslee, 77
Charles S. Chapin, 79
George F. Booth, 80
Ernest H. Vaughan, 80
Rev. Charles B. Elder, 80
Mayor James Logan, 80
Hon. Charles G. Washburn, 81
Hon. J. Hampton Moore, 81
Hon. Theodore E. Burton, 83
W. E. Wilder, 86
B. H. Delle, 86
Board of Trade Banquet, 1908, Supplement

Magazine and Municipal Comment

For an Industrial Fair.

In 1905 the secretary of the Worcester Board of Trade made a suggestion that Worcester manufacturers could do no better in the line of advertising Worcester as a manufacturing city than to hold an industrial exhibit. It was believed at that time, and it is believed now, that Worcester is the most representative city in the United States for the giving of such a show. Few cities in the world have so varied a line of manufacturing interests. There are 1000 distinct manufactures, making everything from heavy rolling mill and wire-drawing machinery to tiny tacks, from power looms to paper dolls. More than 3000 different articles are daily turned out. Carpets, corsets, grinding wheels, envelopes, valentines, skates, art goods, card clothing, wire goods, textile machinery, lathes, planers, looms, drills, and leather goods—all leading in their lines of manufacture—have made Worcester the first of great manufacturing cities.

The Worcester Agricultural Society, with the co-operation of the Worcester Board of Trade and the Worcester Merchants Association, is planning for an industrial exhibit in connection with its fair in September. It is planned to give a five days' exhibition instead of three, as heretofore, the last two days being manufacturers' and merchants' days. The purpose of the fair management—if manufacturers show an inclination to go into an industrial exhibit—is to construct a building on the fair grounds 100 x 200 feet in size, four times larger than any building in Worcester County, that can be used for exhibition purposes. It proposes to give to manufacturers and merchants the rent of this building during the fair free, for the purpose of bringing to Worcester thousands of visitors to see "Worcester in motion," the exhibit to be a demonstration of Worcester's manufacturing goods, which are known the wide world over. This suggestion of three years ago will undoubtedly receive its first start in September, as there is already an expression from manufacturers that they will co-operate in the proposition. Out of this start undoubtedly will develop an industrial exhibition which no other manufacturing city can equal.

Worcester Needs No Anarchy Teachings.

Just a word concerning Chief of Police Matthews and Alexander Berkman, an anarchist of international reputation. In a quiet way Berkman sought to speak to a Worcester audience. Chief of Police Matthews attempted in an equally quiet way to prevent him. Newspaper agitation created a sentiment of favor and disfavor in connection with Berkman's visit. Berkman was not allowed to speak. Chief of Police Matthews was subjected to considerable criticism for the stand he took. Worcester has always been well governed; has stamped out as much as possible any sentiment created in the interest of anarchy. The experience of other cities has been a valuable lesson. Whatever the methods employed to prevent Berkman from speaking in Worcester, it is certain that Chief Matthews did exactly right. The New York episode, which followed shortly after Berkman's visit to Worcester, and in which Berkman appears to have been implicated, fully justified the action of the Worcester chief of police. He is further justified by an utterance of Secretary of Commerce and Labor Oscar F. Strauss, who urged all cities in the country to prevent public meetings of anarchists.

o o o

Farewell to the Parish Priest.

In reviewing the deaths of the current month there was none that came so close to a greater number of people as Rev. Robert Walsh, rector of the church of the Immaculate Conception. A type of the old-time parish priest, Father Walsh was held dear by his flock. His priesthood in Worcester covered a period of a quarter of a century, during which time he ministered to many thousands of Catholics. He probably knew intimately every member of his parish, and their pleasures and their misfortunes were his. He devoted the greater part of his time with his people, going into their homes, consoling with them in times of trouble, making glad with them in hours of pleasure, and was a wise counsellor. The glitter of society was distasteful to him. His forty-two years of priesthood was a period of absolute and undivided devotion to his church. In its conception, its building, its development, he devoted his life work, and when he was laid at rest early in the month, there went out of Worcester one of its most kind-hearted citizens, whom the people had much respected, and whom his people devotedly loved.

o o o

Worcester Entirely Surrounded by Water.

Worcester is now a city entirely surrounded by water—from a license standpoint. Having been advertised the country over during the last few months as the largest no-license city in the world, the surrounding towns at their annual town meetings have followed the action of Worcester voters and swung into the no-license column. The eyes of the municipalities of the county will, for the coming twelve months, be focussed on this city, where the temperance question will be prominently uppermost in municipal action. It is not the first time Worcester has been a no-license city, but this year there is no city in the world of 150,000 people that is cut off from the workings of a license law. But five towns within a reasonable distance of Worcester have held to their license vote. Sterling, Oxford, Webster, Spencer and Westboro will be the dumping-ground of the rest of the county, for these five towns are in the wet column. The coming year will certainly be interesting, especially if the expected enforcement of the law takes place.

o o o

A Commission to Relieve Congestion.

Mayor James Logan has appointed a commission to consider the congestion of streets and suggest plans of relief. This commission is made up of men the majority of whom have grown up in Worcester, know its needs, realize the importance of additional business thoroughfares, and are fully competent to create a plan which will make for a better and busier Worcester. The commission is composed of Mr. Fred H. Daniels, an engineer of wide experience; Mr. O. W. Norcross, a builder of national reputation; Mr. Alfred L. Aiken, a financial man of exceptional ability; Prof. A. W. French, an authority on building construction; James H. Mellen, who knows Worcester needs as well as any other man in the city; Thomas J. Sawyer, in whose mind was conceived the congestion relief plan; Clellan W. Fisher, an architect; Edward J. McMahon, whose experience in the Board of Aldermen well fits him for a work of this kind, and whose legal knowledge carries value with it along these lines; George H. Coates and Louis H. Buckley, who are at the head of the Board of Aldermen and Common Council, respectively. The work ahead of this commission, of which Professor French has been made chairman, is important. It is not a matter of months, but of years of careful study of conditions, and it is hoped that from this interchange of ideas and careful consideration of Worcester's interest, much good will be accomplished.

o o o

Optimistic View from a Conservative.

Mr. Edward M. Woodward, who has succeeded Mr. George F. Brooks as President of the Worcester Branch of the National Metal Trades Association, brings to Worcester from the National Convention of Metal Trades optimistic views concerning business. Conservative in his judgment, taking a logical view of events, and not particularly optimistic in general, Mr. Woodward has for several years made a careful study of trade conditions in metal lines. A word from him is given considerable weight, and manufacturers place exceptional confidence in his trade opinions. The news that he brings that business in manufacturing lines is improving is certainly reason for congratulation to Worcester manufacturers. The barometer of business is the metal trades, and if this great body of manufacturers sees a rift in the clouds, the dependent seller has something tangible to which to cling.

Old Bank and Its New Home.

With a record of more than one hundred years, creditable in every respect, the Worcester National Bank, the oldest in the city, is now settled in its splendid new quarters in the remodelled building on Foster Street. The original building was constructed for the bank in 1851, and it has been its home for the past fifty-six years, remodelled from time to time, but never so extensively as within the past eighteen months. The entire interior of the building has been remodelled and modernized, and the Worcester National Bank now occupies the entire ground floor, having in both shape and equipment banking rooms which have few equals. A brief description of the interior, together with illustrations and half-tones, give a clear idea of the change that has been wrought in the architecture of the building and the equipment of the institution.

JAMES P. HAMILTON, President.

A handsome entrance has been made in the centre of the Foster Street front, and this leads into a large and well-lighted public space. The latter is tiled with marble, furnished with mahogany desks and every convenience for the use of the clients of the institution. The lighting fixtures are all of a special pattern in heavy bronze, and the woodwork is entirely of mahogany. The grilles which separate the public space from the working force are all of bronze and the various windows are designated with neat signs. At the right of the entrance are the officers' quarters. These are handsomely finished in mahogany, with tiled fireplace, large, high windows and mahogany furniture, and are of easy access to all parts of the bank. At the left of the entrance are the ladies' rooms, which in turn are furnished in excellent taste, with every convenience for the comfort of lady patrons. Adjoining this room is the directors' room, and this has been furnished in a quiet, dignified manner which coincides with the rest of the bank. The customers' room, for the use of male patrons, is equipped with desks, writing material and comfortable chairs. The fireplaces in the President's room and Directors' room are of African marble. The floors in the ladies' department and the Directors' room are covered with rugs, and in fact all the appointments of the offices are in excellent taste.

Through a handsome steel and bronze grating access is had to the new vault. This vault was designed by Benj. F. Tripp of Boston, and installed by the York Safe & Lock Co. It is protected with the most effective modern devices, and contains one thousand steel safe deposit boxes. The walls of the vault are of steel and concrete and are absolutely burglar and fireproof.

GENERAL VIEW MAIN LOBBY

In the basement below this vault is a large room reached only by a small elevator and stairway, which run from within the grating on the upper floor. This room

is used for storage of valuables of a more bulky nature than can be accommodated in the vault above. The room has walls of solid concrete and is fully protected. In the basement of the building there are several smaller vaults which are used for storage of old bank records, etc. Here are also well-equipped locker rooms, wash rooms, etc., for the working force of the bank.

The architect of the new Worcester National Bank building was Mr. C. W. Fisher, and the contract was carried out by the George H. Cutting Co. While the greater part of the remodelling was devoted to the banking rooms proper, the upper floors of the building were not neglected, the plan of architecture having undergone a complete change, and the various offices being brought up to date in finish and convenience. The principal

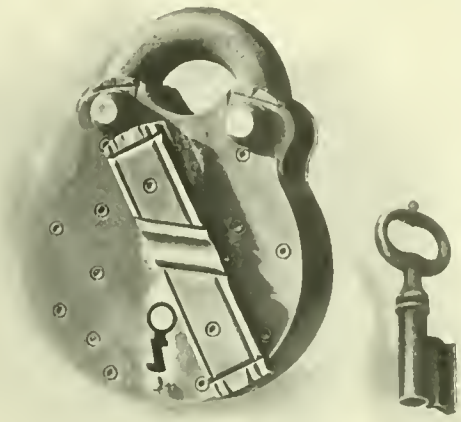
DIRECTORS' ROOM.

tenant, above the first floor, is the Worcester Board of Trade, which occupies one-half of the second and third floors. The second floor of the building is reached by a large marble stairway, and the halls and offices are equipped with modern, handsome lighting fixtures, the proper equipment for the business in which the occupants are engaged. This article being devoted to a description and illustration of the new banking rooms, it is necessary only to touch briefly upon the remodeling of the remainder of the building.

An historical sketch of the Worcester National Bank is interesting, but the space does not permit of its being treated in detail. The charter of the Worcester National Bank was granted March 7, 1804, to Daniel Waldo and other citizens prominent at that time. It is also an interesting fact that the first Stephen Salisbury, who had come from Boston to Worcester as a wholesale merchant, was one of the original corporators, and for more than 100 years the name Salisbury was identified with this bank. Another fact that is worthy of special mention is that in a period of more than 100 years the bank had but three presidents, Daniel Waldo, Jr., Stephen Salisbury, and Stephen Salisbury, Jr. Mr. James P. Hamilton, who is at the head of the institution at the present time, succeeded Hon. Stephen Salisbury as president in 1905. The first President, Daniel Waldo, held the office but a few months,—during the process of incorporation,—being at the head of the bank from April 12, 1804, to Oct. 3, 1804, when he was succeeded by his son, who remained its president until 1845, when the office passed to Stephen Salisbury, and the father and son held the office for sixty years. In connection with the history of the bank it is stated that William Cross, one of the early cashiers and director in the institution, was one of the prime movers in the establishment of the Worcester clearing house, which became an established fact in 1871, and was one of the first in the country, being only eight years behind New York and five years behind Boston.

When the bank was incorporated, it was styled simply the Worcester Bank, and the original officers were Daniel Waldo, president; Levi Thaxter, cashier, and Robert B. Brigham, accountant. The original charter of the bank ran only until October, 1812, so that in May, 1811, the stockholders voted to petition for a renewal and the capital was fixed at $200,000, and the charter, as amended, renewed. On March 6, 1843, the bank build-

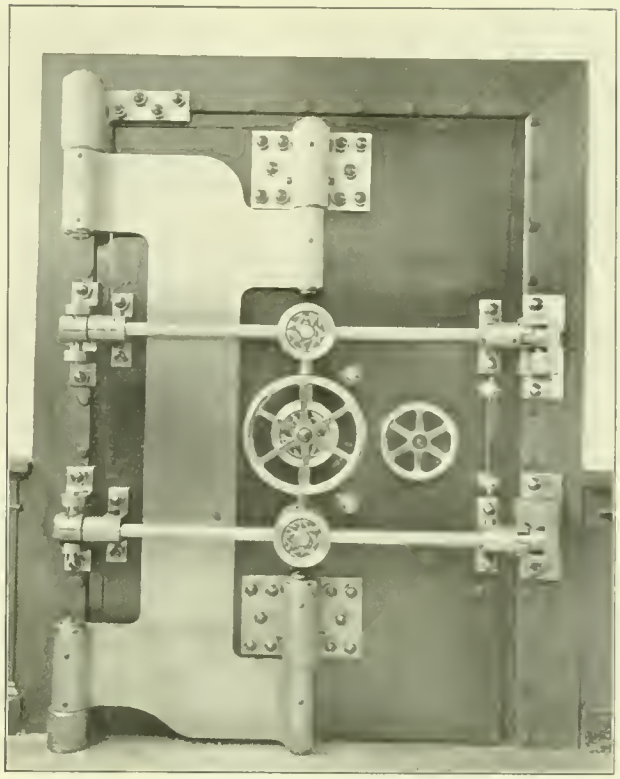
ing, which was on the site of what has long been known as the Central Exchange, burned, and the bank was located for a time in the old Brinley block and moved in the new Central Exchange upon its completion in the



PADLOCK AND KEY

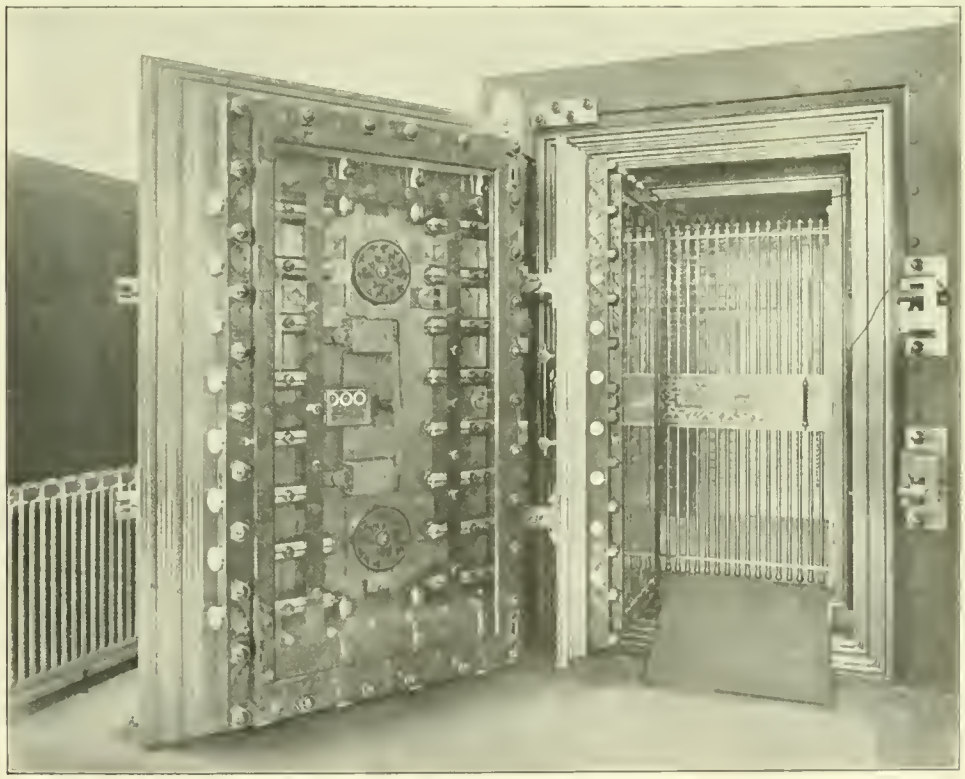
latter part of 1843. There it remained until the purchase of the present site, which was the original station of the Boston & Worcester Railroad. For a long time the Worcester National Bank had as a tenant the Worcester County Institution for Savings, and it was when the latter institution moved into its new Main Street building that the remodelling of the present quarters took place.

The following paragraph from the history of the Worcester Bank and Worcester National Bank, published on the occasion of its 100th anniversary in 1904, explains the change to a national bank:



SAFE DEPOSIT VAULT DOOR, CLOSED.

"The managers of the bank have ever been judiciously conservative, and this trait, together with the patriotism of the directors, made the bank an effective ally of the government at the outbreak of the Civil War in 1861. The bank made heavy loans to the government, and its own reputation and virtual endorsement induced the people of the city and its neighborhood to make heavy investments in the public funds, the bank acting as agent for the government in the matter. On the establishment of the national banking system, the propriety of organizing under that system commended itself to the judgment of the directors, but they did not like to surrender their old name and be thereafter known only by a number. In compliance with a general demand from the old banks of the country, the original National Banking Act was so modified as to allow them to retain their former names, prefixing or affixing the word 'national.'



SAFE DEPOSIT VAULT DOOR, OPEN—SHOWING MECHANISM.

Having secured this privilege, at a special meeting of the stockholders, May 9, 1864, it was voted unanimously, on recommendation of the directors, to organize as the Worcester National Bank, with a capital of $300,000."

The present officers of the bank include Mr. James P. Hamilton, president, who has been connected with the institution since 1868, and is largely responsible for the successful growth of the institution through conservative management; Samuel D. Spurr, cashier, who has been with the bank since 1881, and Frederick M. Hedden, assistant cashier, who has completed twenty-three years' service in the bank. The Board of Directors includes A. George Bullock, Charles A. Chase, James P. Hamilton, Lincoln N. Kinnicutt, Edward L. Davis, George F. Brooks, Paul B. Morgan, Reginald Washburn and Matthew P. Whittall.

It was in May, 1864, that the bank was admitted to the national system as the Worcester National Bank.

PRESIDENT'S ROOM.

March Trade Conditions

Reviewed by O. C. Ansley of the Mercantile Agency of R. G Dun & Co.

THE sentiment regarding general trade conditions during the past month is much better. However, there is but little material increase in the volume of business. In retail trade the larger merchants say their volume of business has held up remarkably well, but the smaller outlying stores still complain of unsatisfactory trade, and the buying of spring goods is on a conservative scale.

Manufacturers of machine tools, lathes, etc., are more cheerful, owing to the numerous inquiries received from all parts of the country, but as yet the orders placed are comparatively small, although in anticipation of more active business they are carrying heavier stocks than usual.

Some plants have increased their forces, but there is still an abundance of unemployed skilled labor. There is an increased demand for copper wire, but reports from woolen mills are still unsatisfactory. Collections are slow.

The failures for the first quarter of this year are as follows:

Date.	No.	Liabilities.	Assets.
January,	17	$86,506.00	$31,967.00
February,	8	56,123.00	6,201.00
March,	9	52,999.00	15,485.00

The corresponding period of 1907 showed total failures of 28, with liabilities of $224,549, and assets of $59,896.

Four Banking Men.

THE recent changes in the make-up of the officiary of the Worcester County Institution for Savings was the most remarkable and pronounced innovation that has taken place in local banking circles for many years. The resignation of Mr. Chas. A. Chase as president was followed by the selection of Mr. Alfred L. Aiken to succeed him in that office. Mr. Aiken's successor as treasurer of the institution is Mr. Albert L. Stratton of Hudson, for the past two years one of the state savings bank examiners. The selection of these two men places at the head of the fourth richest bank in New England two of the youngest bank officers in the country. Mr. Aiken is thirty-seven years old, while Mr. Stratton is but twenty-six, and has had several years of valuable experience in banking. After a time with the Hudson National Bank, he went to the State Street Trust Company, in Boston, from which he was selected as one of the examiners of savings banks, and has the confidence of the banking men in Massachusetts. He has never been connected in any capacity with the Worcester County Institution for Savings, but he is a man who is well versed in banking and acquainted with the conditions of practically every institution in the State. His professional duties have brought him into touch with many Worcester business and banking men.

ALFRED L. AIKEN.

Mr. Aiken is a native of Norwich, Conn., and comes from a line of substantial ancestry, his grandfather having been Gov. William A. Buckingham, the war Governor of Connecticut. He was graduated from Yale University in 1891, and the following year came to Worcester as a clerk in the State Mutual Life Assurance Co.; in 1894 he moved to Boston to take the position as assistant manager of the New England department of the New York Life Insurance Co. In 1899 he entered the employ of the National Hide & Leather Bank of Boston and was made assistant cashier of that bank in 1900. When the bank was consolidated with the State National Bank, Mr. Aiken was elected assistant cashier of the combined banks and he held that position until he came to Worcester in July, 1904, as treasurer of the Worcester County Institution for Savings. His local banking history is of conservative management, excellent judgment, careful foresight, and remarkable executive ability. He is a member of the executive committee of the American Banking Association, also of the Committee of the Associated Savings Banks of Massachusetts.

ALBERT L. STRATTON.

The resignation of Mr. Charles A. Chase as President removes from the local banking circles one of the best liked and most highly respected officials of finance. Declining health prompted his resignation, which was accepted with regret, and a splendid tribute was paid him by the trustees on the occasion of the annual meeting. He was elected a member of the corporation forty years ago, a member of the Board of Trustees in 1869, a member of the Board of Investment in 1870, treasurer in 1879, and President in 1901. This paragraph is taken from the testimonial voted him by the trustees:

CHARLES A. CHASE.

"His unblemished character, his conservatism, his sound business judgment and sagacity, have been important elements in building up this institution, and in the maintenance of its reputation for strength and solidity."

The Worcester County Institution for Savings has a deposit of $20,500,000, and the asets are $22,133,000.

Mr. Downie D. Muir, who came from Baltimore, where he was a bank examiner, to take the presidency of the newly organized Merchants' National Bank, resigned the presidency April 1, to accept the position of Vice-president of First National Bank, of Boston, one of the most prominent banks in Massachusetts. Mr. Frank A Drury, President of the Spencer National Bank, and member of the firm of Drury & Bonney, brokers and bankers, 370 Main Street, has been elected to succeed Mr. Muir at the head of the Merchants' Bank. He has had considerable experience in banking and investments, and for the past year or more had the duties of the Spencer Bank to look after besides his Worcester duties. He started as messenger with the Spencer Bank in 1884, and subsequently became teller and afterward cashier, which position he occupied for thirteen years. He later became Vice-president, and on the death of Erastus Jones, a little more than a year ago, was elected President to succeed Mr. Jones, who held that position for a long time. He was interested in forming the partnership of Drury & Bonney five years ago, and this concern was prominent in forming the Merchants' Bank. He lives in Worcester winters, and Spencer summers.

FRANK A. DRURY.

Charles Dickens in Worcester.

By Franklin P. Rice.

When Charles Dickens made his first visit to the United States in 1842 he had substantially attained the position in literature which he holds to-day. Pickwick, Oliver Twist, Nicholas Nickleby, The Old Curiosity Shop and Barnaby Rudge had been given to the world, and had supplied to the field of quotation and apt illustration a wealth of material, which from that time

CHARLES DICKENS
As a young man.

to the present, has closely associated his name in our daily thought and application with that of the other great delineator of human character, William Shakespeare.

Dickens produced much in quantity and of a high order after this period, but, with the possible exception of David Copperfield, it can safely be said that no later production excelled or equalled in quality that of the five above mentioned. In the glow of a fame that has never waned the young author came to America.

Mr. Dickens, accompanied by his wife, left England on the 4th of January in a steam packet of twelve hundred tons burden, and after a tempestuous passage of nineteen days reached Boston on the 22d. Here they remained two weeks, Mr. Dickens devoting much time to visiting the various institutions of that city, the asylum for the blind, and Laura Bridgman apparently interesting him more than all the rest that he saw there. The Lowell factories also attracted him, and he spent a day in that city, to the account of which he devoted a chapter in his American Notes, which well describes the mills and operatives at that time, and makes special reference to *The Lowell Offering*, the periodical published by the young women employees. The next place visited was Worcester.

In a letter to John Forster, dated February 17th, 1842, Mr. Dickens wrote as follows:

"We left Boston on the 5th, and went away with the Governor of the city (*sic*) to stay until Monday at his home in Worcester. He married a sister of Bancroft's, and another sister of Bancroft's went down with us. The village of Worcester is one of the prettiest in New England. On Monday morning at 9 o'clock we started again by railroad and went on to Springfield."

In the *Notes* he gives a somewhat different impression, as follows:

"A sharp, dry wind and a slight frost had so hardened the roads when we alighted at Worcester that their furrowed tracks were like ridges of granite. There was the usual aspect of newness on every object, of course. All the buildings looked as if they had been built and painted that morning, and could be taken down on Monday with very little trouble. In the keen evening air every sharp outline looked a hundred times sharper than ever. The clean cardboard colonnades had no more perspective than a Chinese bridge on a teacup, and appeared equally well calculated for use. The razor-like edges of the detached cottages seemed to cut the very wind as it whistled against them, and to send it smarting on its way with a shriller cry than before. Those slightly-built wooden dwellings, behind which the sun was setting with a brilliant lustre, could be so looked through and through, that the idea of any inhabitant being able to hide himself from the public gaze, or to have any secrets from the public eye, was not entertainable for a moment. Even where a blazing fire shone through the uncurtained windows of some distant house, it had the air of being newly lighted, and of lacking warmth; and instead of awakening thoughts of a snug chamber, bright with faces that first saw the light around the same hearth, and ruddy with warm hangings, it came upon one suggestive of the smell of new mortar and damp walls.

"So I thought, at least, that evening. Next morning, when the sun was shining brightly and the clear church bells were ringing, and sedate people in their best clothes enlivened the pathway near at hand, and dotted the distant thread of road, there was a pleasant Sabbath peacefulness on everything which it was good to feel. It would have been the better for an old church; better still for some old graves: but as it was, a wholesome repose and tranquillity pervaded the scene, which, after the restless ocean and the hurried city, had a doubly grateful influence on the spirits. We went on next morning, still by railroad, to Springfield."

In the *Spy* of February 9th we find that "Charles Dickens (*Boz*), the celebrated author, with his wife, arrived in town on the evening of the 5th, and left for Hartford, via Springfield, on the morning of the 7th.

While here, many of our inhabitants called on them at the mansion of Governor Davis, where they staid during their tarry in town."

The *Palladium*, which was politically opposed to Governor Davis, contained the following: "Boz, the author of Pickwick, etc., with his wife, came up from Boston on Saturday, with Governor Davis, and passed the Sabbath with him. The Governor introduced his *general* friends to his guest on Saturday evening, and his *particular* friends on Sunday evening."

The editor of the *Aegis* described Mr. Dickens as "a middle-sized person, dressed in a brown frock coat, a red-figured vest, somewhat of the flash order, and a fancy scarf cravat that concealed the dickey; a gold watch-guard over his vest, and a shaggy great-coat of bear or buffalo skin that would excite the admiration of a Kentucky huntsman."

"Governor" Davis was John Davis, who at two different times held the office of chief magistrate of the Commonwealth, and was also Representative in Congress, and United States Senator. The house in which Dickens was entertained is still standing on Lincoln Street. The passage from Pickwick, a facsimile of which is here given, was written in Worcester at the request of a member of the Govrnor's household. The original is preserved in the manuscript collection of the American Antiquarian Society, and permission to reproduce it in the pages of the Worcester Magazine has kindly been given.

From Worcester Mr. Dickens and his wife continued their American tour through Hartford, New Haven, New York, Philadelphia and Washington, as far south as Richmond, thence to Baltimore and westerly to Pittsburg, Cincinnati, Louisville and St. Louis. Returning, they visited Niagara and Canada, and sailed for England the following June. The frank comments and descriptions in the "American Notes," published a few months after his return home, caused considerable resentment in this country which the lapse of time almost entirely assuaged, so that his reception at the time of his second visit to this country in 1867-8 did not lack in cordiality.

In 1853 Mr. Dickens began to give public readings of selections from his stories, and these were continued at intervals until nearly the close of his life. Large audiences were attracted all over Great Britain, and these efforts proved very remunerative to the author and his managers. In the fall of 1867 an American tour was arranged under the management of Mr. George Dolby, which was successfully carried through, with a profit to Mr. Dickens of nearly one hundred thousand dollars, after paying all expenses, and it would have been much more if the author's distrust of American paper currency had not caused him to convert it into gold at a premium of forty per cent.

The original plan included eighty readings, and seventy-six were given. Mr. Dickens arrived in Boston late in November, 1867, and the first reading took place in that city on the 2d of December. Most of the principal cities of the east were favored, but the tour had to be shortened, as the winter proved one of uncommon severity, and Mr. Dickens suffered greatly from influenza nearly the whole period of his stay here. Great enthusiasm greeted his appearance everywhere, and ticket speculators probably reaped as large a harvest altogether as did the reader himself, for the price of admission, which had been fixed at the uniform rate of two dollars, was raised on occasion to as much as ten and even twenty-five dollars, the difference going into the pockets of the fortunate middlemen whenever they could secure blocks of tickets.

The Worcester date was Monday evening, March 23, 1868, and Mr. Dickens gave a reading in Mechanics Hall to an audience of about seventeen hundred persons. The Christmas Carol and the Trial from Pickwick were effectively rendered by the great master, and were listened to with appreciative attention by the large assembly.

In 1884 Mr. Dolby wrote a book which contained an account of the American tour, with some singular inaccuracies. The date of the Worcester reading he gives as February 22d, more than a month out of the way, and says:

"Our next city was Worcester (Mass.), a most picturesque city and one of the oldest in the States. Its inhabitants turned out in grand style for the Reading, which was given under peculiar circumstances; for in the basement of the City Hall (the hall in which the

CHARLES DICKENS
As I saw him March 24, 1868.

Reading was given being on the first floor), a poultry show was held, and as the birds connected the flaming gas lights necessary for their exhibition with the brightness of the morning sun, they kept up a constant crowing the whole evening, greatly disconcerting Mr. Dickens (until the exhibition closed at 9 o'clock and the birds were allowed to sleep), but evidently unheard by

the audience, whose attention was as wrapt in Mr. Dickens and the Reading as if it had been given under the most auspicious of circumstances."

The poultry show alluded to was held in Washburn Hall, and was not opened to the public until the next day. So far as the recollection of any one of whom I have inquired goes, the audience was not greatly disturbed by the fowls, and no mention was made of any annoyance in the public prints.

Mr. Dickens and his manager arrived in Worcester Monday afternoon on the 2 o'clock train from Springfield, where they had remained over Sunday, passed the night at the Bay State House, and left for Boston on the half-past nine train the next morning. I have a very vivid recollection of the appearance of the great novelist at that time, for I was fortunate in seeing him at a distance of a few feet in daylight, and the advantage of an inspection which lasted several minutes.

The price of admission to the Reading seemed prohibitive in my own case, for two dollars was the amount which I had expended that winter in the purchase of tickets to two courses of lectures, and my allowance was short at that time. Forty years ago a dollar was accorded a degree of consideration in its expenditure by most school boys, even the sons of the wealthy and the well-to-do, which would be incomprehensible to young people of whatever station to-day, accustomed as they are to lavish outlay and inflated ideas. So for prudential reasons I felt obliged to forego what would have been a great gratification, for I was an enthusiastic admirer of Dickens, and familiar with all his writings. I had a desire to see the man quite as strong as to hear him read, but I had not a thought that it was to be my good fortune to come to a realization in either respect.

On the morning of the 24th of March, the day after the reading, a matter of business for another person caused me to go to the old railroad station in Washington Square, and as I stepped upon the platform two long wooden boxes painted green and marked C. D. in white letters attracted my attention, and the thought instantly came that these were the "properties" used by the distinguished reader in his public demonstrations. As I turned a carriage appeared, and two gentlemen alighted, one of burly frame, the other of medium height, dressed in a dark, mixed suit and felt hat. I did not need the assurance of the hackman, an acquaintance, to know that the one last described was Charles Dickens. The other proved to be Mr. Dolby. As they walked into the waiting-room they nearly touched me as they passed, and as I saw them through the open

"Sammy" – said Mr Weller, looking cautiously round. – "My duty to your Gov'ner, and tell him if he thinks letter o' this here his'ness to com-mooniate with me. Me and a cabinet maker has dewised a plan for gettin' him out o' ~~[illegible]~~ pris'n. A pianner Samivel – a pianner" – said Mr Weller, striking his son on the chest, with the back of his hand: and falling back a step or two.

"What do you mean?" said Sam.

"There ain't no works in it", whispered his father. "It'll hold him easy, with his hat and shoes on; and breathe through the legs vich is holler. Have a passage ready taken for 'Merriker. The 'Merrikin gov'ment vile never give him up, von vunce they finds as he's got money to spend, Sammy. Let the gov'ner stop there 'till Mrs Bardell's dead or Mr Dodson and Foggs hung, vich last event I think is the most likely to happen first, Sammy; and then let him come back and write a book about the ~~[illegible]~~ 'Merrikins as'll pay all his expenses and more, if he blows 'em up enough" –

(Pickwick)

Charles Dickens

"Worcester
February Sixth 1842.

[By permission of the American Antiquarian Society.]

door I had an excellent view of the great novelist in profile as he removed his hat for an instant. The portrait which is here given is a good likeness as I saw him. Soon they came outside again, and remained standing near me until the train which was to carry them to Boston arrived, five or ten minutes later. It is strange that, as my recollection serves, no other persons were on the platform during this interval.

I remember that Mr. Dickens's curiosity was aroused by the sight of the old round-house with its dome, and that he inquired of Mr. Dolby as to its purpose. I very much regret that I did not have the confidence to enlighten him, for I might now have something which would add materially to the interest of this account; but I only ventured to look at him, and once or twice I met his direct gaze. His countenance had a worn and troubled look, and his gray hair, chin beard, and head bald from the forehead back, made him appear much older than he was. He died two years later at the age of fifty-eight.

I read somewhere, two or three years ago, that Mr. Dolby made thirty thousand dollars through his connection with Dickens, as manager of his Readings, but that later he was unfortunate, and died at an infirmary in London in the latter part of October, 1900.

Prof. Blakeslee on the Philippines.

The last of the regular series of smoke talks was given in Board of Trade Hall on the night of Friday, March 13, by Professor George H. Blakeslee of Clark University and College on "Present Day Conditions in the Philippines." It was illustrated by lantern slides, which added materially to the interest of the talk. In opening his talk Professor Blakeslee took his audience over the Philippine Archipelago, starting at the southern extremity, visiting the mountainous country around Manilla and closing with views of the buildings, houses of assembly and photographs of the leaders in Filipino politics. The life of the Filipinos, their farms, places of residence, occupations, sports, religion and social pastimes were given in detail and illustrated by views thrown on the screen, which gave his hearers a clear insight into the conditions of these people that cannot be gained in any other way. The habits and customs of these people, the appearance of the country, and the general characteristics of the natives were placed before the audience in such a manner that one was able to grasp a splendid idea of life on the island of Luzon in the hour and a quarter that was devoted by the speaker.

Prof. George H. Blakeslee.

In municipal improvements the new buildings, the macadam roads costing millions, suspension bridges, railroad traffic, all show decided improvement, and the industrial branches of the school system best bring out the ability of the native. In the public schools there are but 800 American teachers, while there are about 6000 Filipinos, and each year the number of Filipinos increases, while the number of Americans decreases, showing that the native teachers are becoming thoroughly Americanized in the educational system and method of instruction.

Review of Current Events

In reviewing current events the Magazine endeavors to accurately record the principal happenings; to make a brief historical record.

March 1.—Secretary-of War William H. Taft goes through Worcester on way to old home in Millbury.

Rev. Simon Spidle resigns pastorate at Pleasant Street Baptist Church after five years to take special course in Clark University.

March 2.—Elections take place in thirty-four Worcester county towns; Shrewsbury and Leicester, which were license towns, vote no license.

Secretary-of War William H. Taft guest of William H. Taft Republican Club in Millbury, and makes morning political speech.

Bills favoring smaller school committee and to enlarge powers of school committee in the care of schoolhouses and employment of janitors, killed in the Senate.

Holy Cross seniors have annual banquet at State Mutual Restaurant with Rector Thomas E. Murphy of the college as guest of honor.

Col. William A. Gile, prominent member of Worcester County bar, past commander of Worcester Continentals, dies at home, 264 Highland Street, after year's sickness from Bright's disease. He was a native of Franklin, N. H., born June 15, 1840, was captain in E Co., 18th New Hampshire Volunteers, in Civil War.

March 3.—New England Congregational Congress holds first conference at Plymouth Church, continuing two days.

Charles S. Chapin, treasurer of the Washburn & Garfield Manufacturing Co., dies after year's sickness, aged 67 years.

Miss Lizette M. Draper elected principal of Oxford Street school to succeed Miss Mary L. Dwyer, deceased.

March 4.—Miss Vivian Phillips, 19, daughter of William E. Phillips, wholesale milliner, killed by Harry Monnier, 27, at 5 Sycamore Street, who afterwards takes his own life.

Wildey Club of Boston, in practice bowling game, make score of 1582 candle pins, leading world record of 1571 pins.

First Baptist Church accepts resignation of Rev. Dr. Lemuel Call Barnes to accept office of field secretary of the American Baptist Home Mission Society.

Swedish Charitable Society opens four-night fair in Mechanics Hall, with address by Mayor James Logan.

Horace Wakefield Lincoln, prominent in Oakham for many years, dies at home of Dr. Windsor A. Brown, aged 69 years.

March 5.—George H. Harlow resigns office of registrar of probate and insolvency after sixteen years in that office.

Worcester County Pharmacists' Association has annual meeting and banquet at Worcester Automobile Club, with L. A. Lamson of Hopedale, President of the State Board of Pharmacy, principal speaker. A. S. Woodward was elected President.

Henry P. Laviolette of police force transferred to duty on health board, to succeed David Goggin.

Worcester Branch, National Metal Trades Association, has annual meeting and banquet at State Mutual Restaurant. Edward M. Woodward of Powell Planer Co. elected President. Speakers were Retiring President George F. Brooks, Melville H. Barker, Boston, President of the National Metal Trades Association; Edwin E. Bartlett, President of the Boston Branch; J. H. Cone, Assistant Secretary of the N. M. T. A., Cincinnati; E. M. Woodward, the new President of the Worcester branch; Hon. Frederick Fosdick, ex Mayor of Fitchburg.

March 6.—James F. Riley, gate-tender at the Gardner Street crossing of the Boston & Albany Railroad, arrested on a charge of manslaughter as a result of conflicting evidence relative to the accident at the crossing on the morning of Feb. 3, in which T. W. Londergan was killed.

Rev. Robert Walsh, rector of the Church of the Immaculate Conception since its opening in 1878, and a Catholic priest forty-two years, dies after two weeks' sickness at the church rectory on Prescott Street.

March 7.—Twentieth Century Club has banquet at State Mutual Restaurant with Dr. Henry R. Stedman of Jamaica Plain, and Dr. E. V. Scribner of Worcester as speakers on "Insanity."

Michael Riedl, widely known violinist, and concert master with the Strakosh Opera Company, and Papera Rosa, during the war time, found dead at his home on Greenwood Street, aged 74 years. He was born in Austria, belonged to a family of prominent musicians, and was known as one of the best concert masters in the country.

Josephine, widow of late Waldo E. Sessions, dies at home on West Street, aged 62 years.

George S. Dixon, founder of George S. Dixon oil and paint business twenty-eight years, dies at home, 21 Oread Street, after two months' sickness, aged 73 years. He was born in Templeton and had lived in Worcester thirty years.

March 9.—Mayor Logan appoints commission to consider congestion of streets and suggests a plan of relief. It includes Fred H. Daniels, Orlando W. Norcross, James H. Mellen, Alfred L. Aiken, Thomas J. Sawyer, Edward J. McMahon, Prof. A. W. French, Clellan W. Fisher, Geo. H. Coates and Louis H. Buckley.

Mayor Logan recommends to City Council ordinance revision providing for addition of one lieutenant and two inspectors to police force.

Matthew J. Whittall elected trustee of City Hospital and George N. Jeppson trustee of Bancroft scholarship fund.

Rev. James Donohue of Westfield announced as pastor of Church of the Immaculate Conception to succeed Rev. Robert Walsh, deceased.

Capt. John F. Curran elected President of Worcester Permanent Firemen's Relief Association at annual meeting.

Alethia basketball team of Classical high school defeats Cushing Academy of Ashburnham 25 to 4.

March 10.—Grand Lodge, N. E. Order of Protection, opens two days' annual session and elects Herbert M. Shaw of Boston Grand Warden.

March 11.—Hon. Martin Van Buren Jefferson dies at his home, 40 Harvard Street, to-day, after long illness, aged 73 years.

Policeman George W. Hall, veteran of the Civil War, dies at City Hospital after short sickness, 66 years.

John W. Mawbey appointed register of probate and insolvency by Gov. Curtis Guild, Jr., to succeed Geo. H. Harlow, resigned.

Holy Cross defeats Worcester Polytechnic Institute 35 to 10.

Worcester Horticultural Society has annual banquet and reunion at Horticultural Hall, with John B. Bowker as toast master.

Massachusetts Fruit Growers' Association has annual meeting and elects John A. Clark of North Hadley president.

March 12.—Robert MacPherson Pratt, assistant secretary of the Worcester Automobile Club, and for several years connected with the Worcester Telegram as a reporter, died at his home, 35 Upsala Street, after an eight weeks' sickness, aged 45 years, 7 months.

March 13.—George H. Blakeslee of Clark University and College gives closing smoke talk in Board of Trade course on "Present Day Conditions in the Philippines," illustrated by stereopticon.

Shaffner Club has annual banquet at Bay State House, with E. P. Crerie toastmaster.

March 14.—Rev. T. Berton Smith, retired minister, dies at home of his daughter, Mrs. I. H. Packard, aged 77 years.

Worcester County school superintendents have meeting at State Mutual Restaurant, with addresses by Supt. C. L. Hunt of Clinton, and Horace G. Brown of Worcester Normal School.

The Logomathenian Society wins annual prize debate at Worcester Academy against Sigma Zeta Kappa Society for the Harvard cup. The debate was on the question, "Resolved, that the United States should maintain a navy ranking in size with those of the leading powers of the world." The winners took the negative side of the argument.

March 15.—Worcester experiences heavy thunder shower at six o'clock, lightning striking police headquarters and Worcester Insane Asylum.

March 16.—Police stop Alexander Berkman, anarchist, from giving lecture at Socialist hall.

Congregational Club has banquet at Association Hall, with talk on "The Healing Ministry of Christ," by Rev. Dr. Samuel McComb of Immanuel Church, Boston.

March 17.—St. Patrick's day observed by parade of Irish societies in the afternoon and exercises in Mechanics Hall, with Rev. James P. Curran as orator.

Worcester Continentals hold annual meeting and re-elect Hon. William A. Lytle lieutenant-colonel.

March 18.—Worcester County Advents open two days' conference at Second Advent Church, and elect Rev. A. E. Phelps of Athol president.

Gesang Verein Frohsinn observes fiftieth anniversary with concert and dance.

March 19.—Commission on relief of street congestion organizes by choice of Prof. A. W. French chairman and C. W. Fisher secretary.

Woman's Christian Temperance Union Executive Committee has annual session in Worcester.

Worcester County Mechanics Association has fifty first annual reunion at Mechanics Hall.

New England Swedish Baptist Sunday School Convention opens three days' session in Swedish Baptist Church.

Seven Worcester students in Worcester Academy fifty-three years ago have reunion at Bay State House. The seven were Henry W. Warren and Samuel Warren, Holden; Henry K. Merrifield, Edward M. Whittemore, Levi L. Whitney, James W. Clark and George L. Sandford.

March 20.—Congressman William E. Humphrey of Seattle addresses Worcester Economic Club at State Mutual Restaurant on "Merchant Marine."

Evening high school graduation takes place in Mechanics Hall, with addresses by Prof. George H. Blakeslee of Clark University, Mayor James Logan, and school officials.

March 21.—Central Massachusetts Life Underwriters' Association has dinner at State Mutual Restaurant, with Assistant City Solicitor C. S. Anderson as guest.

Mr. and Mrs. Patrick Lonergan observe fiftieth wedding anniversary at St. Vincent's Home.

March 22.—Charles S. Bassett, 45, dies at home, 74 Tainter Street, from dose of poison alleged to have been cough syrup.

Rev. Alexander Dight, pastor of Laurel Street Methodist Church, dies at City Hospital, aged 62 years.

March 23.—Mayor James Logan appoints Warren C. Jewett, farmer; John F. Kyes, manager and treasurer of the Reed Foundry Co., and James J. Higgins, insurance agent, license commission, succeeding M. D. Gilman, James F. Carberry and Mark F. Cosgrove.

Daniel P. Stockwell, retired grocer, dies at home, 15 Queen Street, aged 67 years.

March 24.—William H. Estabrook of Crowell, Tylee, McPherson & Estabrook, insurance agents, dies from cerebral hemorrhage, aged 32 years.

March 25.—Worcester Board of Trade has thirty-third annual banquet in Mechanics Hall, with Congressman Theodore E. Burton of Ohio, J. Hampton Moore of Pennsylvania, and Charles G. Washburn of Massachusetts, principal speakers.

Dr. Samuel P. Capen, assistant professor of modern languages at Clark College, weds Miss Grace Duncan, daughter of President and Mrs. Carroll D. Wright.

March 26.—John W. Mawbey, newly appointed register of probate, qualifies before Clerk of Supreme Court T. S. Johnson.

Hans Trulson, founder of original grocery store in Worcester, and editor of Svea, Swedish weekly paper, dies at City Hospital, aged 67 years.

Worcester high school juniors have annual banquet at State Mutual Restaurant.

Daniel B. Hubbard, formerly consul to Annaberg, Germany, prominent as Worcester lawyer and member of Porto Rico Board of Education after the Spanish War, dies at Grafton, aged 72 years.

William Balcolm, one of the best known sporting characters in Worcester twenty years ago, dies in Worcester Insane Hospital, aged 72 years.

March 27.—John W. Mawbey begins his duties as register of probate and insolvency to succeed George H. Harlow, resigned.

Benjamin Priest, 24, Providence; Samuel Priest, 40, Providence, and Chona Schochet, 65, Woonsocket, arrested on charge of larceny involving $25,000 from Molt Brothers, Millbury.

Worcester License Commission organizes by choice of Warren C. Jewett, chairman, and James J. Higgins, clerk.

Worcester County Institution for Savings has eightieth annual meeting and elects Alfred L. Aiken president to succeed Charles A. Chase, resigned. Albert L. Stratton of Hudson, savings bank examiner for two years, is elected treasurer, and Luther M. Lovell is elected assistant treasurer.

March 28.—Eastern Association of Physics Teachers has forty-ninth annual meeting at Worcester Polytechnic Institute, with Prof. Charles P. Steinmetz, consulting engineer of the General Electric Co. of Schenectady, N. Y., as principal speaker. Fred R. Miller, principal of the Boston English high school, is elected President to succeed Calvin H. Andrews of Worcester South high school.

Dartmouth College Lunch Club has meeting at State Mutual Restaurant, with Gen. Frank S. Streeter of Concord, N. H., and Mr. Edward Jones of Manchester, N. H., as speakers.

Worcester Theatre leased by United States Amusement Co. to Robert S. Barker of Worcester and J. H. Warren of New York for a season of stock company.

March 30.—Samuel Rich Barton, nephew of Clara Barton, and for twenty years secretary of the Worcester Manufacturers' Mutual Insurance Co., dies in Los Angeles, Cal., aged 68 years. He lived the greater part of his life in North Oxford.

March 31.—Col. Samuel E. Winslow of Worcester and Harry T. Whitin of Whitinsville, representing an absolutely unpledged delegation to the national convention, endorsed as delegates by the voters of the Third Massachusetts Congressional District.

Oread Riding Academy gives spring exhibition with programme of interesting events.

Central and Western Massachusetts Yale Alumni Association has thirty-first annual meeting at Worcester Club, and elects Alfred L. Aiken of Worcester president. The principal speaker was W. L. Cross of the Sheffield Scientific School at Yale.

Board of Trade Necrology

CHARLES STODDARD CHAPIN, born in Enfield, Mass., March 1, 1841, son of Luther and Sarah (Corkey) Chapin, was direct descendant of Deacon Samuel Chapin, one of the earliest settlers of the Massachusetts Colony and the founder of the Chapin family in this country; came to Worcester when a young man and enlisted in Co. F, 6th Mass. Regt., commanded by Robert H. Chamberlain, serving in the Civil War; was quartermaster of the 3d Brigade, M. V. M., for several years; was connected with the Barnard, Sumner & Putnam Co. for twenty years, and afterward became associated with the Washburn & Garfield Manufacturing Company, where he remained as treasurer until his sickness about a year ago; was President of Commonwealth Club two years; President of Worcester County Mechanics Association two years; member of Tatassit Canoe Club, Up Town Club, Worcester Board of Trade, Worcester Automobile Club, Post 10, G. A. R., old 2d Regt., and prominent in Masonry, being a 32d degree Mason and member of Montacute Lodge of Worcester; died March 3, 1908; leaves daughter, Mrs. Eugene L. Caton, and one brother, F. L. Chapin of Southbridge.

CHARLES S. CHAPIN

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Governor Hughes on Industrial Conditions.

"I believe in the soundness of our conditions. I do not believe that this is a time for discouragement. I believe in the fundamental soundness of our conditions in this country and in this State and in this community. I believe, furthermore, in the soundness of American character. I do not believe that our business men are rogues. I do believe that for every rascal there are a thousand men who want to do right. The sentiments in this country in our business world are for the most part sentiments of honor. Now we have got to have a great deal of emphasis placed upon the duty of the man who occupies a fiduciary relation to discharge the duties of his trust and not try to get rich at the expense of those who trust him. We must have the idea of trusteeship sink deep into the American consciousness and realize that there are limits to the notion that every American when he gets a chance should make the most of it for himself. We have been indulgent because, within certain limits, we rather expected that advantage would be taken by Americans of every opportunity to get on and to succeed. But we have got to realize that the greatest success that any man can attain in this country is the distinction of being faithful and of serving those who put confidence in him."—Gov. Charles E. Hughes.

Board of Trade Thirty-third Banquet.

In reviewing the thirty-third annual banquet of the Worcester Board of Trade it must of necessity be brief. The annual dinner brought together a larger number of members of the board than any similar occasion since the visit to Worcester of Secretary-of-War William H. Taft in May, 1905, at which time he was the guest of the Board of Trade.

GEORGE F. BOOTH, President.

There were about 525 at the tables, and the visiting guests of honor were Hon. Theodore E. Burton, member of Congress from Ohio, chairman of the Committee on Rivers and Harbors on the part of the House of Representatives; Hon. J. Hampton Moore, a member of Congress from the Third Pennsylvania District, and President of the Atlantic Deeper Waterways Association; Hon. Charles G. Washburn of Worcester, member of Congress from the Third Massachusetts District, and Mr. Ernest H. Vaughan, City Solicitor of Worcester, who represented the Hon. James Logan, Mayor, confined to his house by sickness. Mr. George F. Booth, President of the Board of Trade, occupied the toastmaster's seat, and at the head table with him, besides the guests of honor above mentioned, were Hon. William A. Lytle, chairman of the Committee on Meetings and Receptions, which had the direct charge of the banquet; William W. Johnson, Prof. George H. Blakeslee of Clark College, Charles F. Marble, President Louis H. Buckley of the Common Council, Edward G. Connette, former Mayor Walter H. Blodget, Harry W. Goddard, Gen. Robert H. Chamberlain, J. Russel Marble, Arthur C. Comins, Prof. Arthur W. French of the Worcester Polytechnic Institute, Henry E. Townsend, Rev. Dr. Charles Bronson Elder of the Church of the Unity, George A. Park; Peter A. Conlin, editor of the Worcester Evening Post; Channing Smith; Edwin E. Dodge, President of Worcester Merchants Association; Arthur M. Stone, President George H. Coates of the Board of Aldermen; James B. Nugent, President of Worcester Commercial Travelers' Association; John A. Sherman, President of the Worcester County Mechanics Association; Chief of Police David A. Matthews, and Edward J. Cross, John W. Higgins, William Forsberg, Frank S. Blanchard, Clarence W. Hobbs, Reginald Washburn, George F. Brooks, Dr. Thomas Howell, John J. Power, Winthrop Hammond, George T. Dewey, Thomas T. Booth and Charles T. Tatman, directors of the Board of Trade. The list of head table guests included former presidents of the board and members of the Committee on Meetings and Receptions. Rev. Dr. Elder said grace. The dinner was served by A. A. Brigham of the State Mutual Restaurant, floral decorations were by Charles D. Mackie, and music was by the Worcester Brass Band, F. W. Clement leader, and the Worcester Board of Trade Glee Club of twenty-five members, Eliot A. Santon, director, these two organizations alternating in selections during the dinner and a programme of songs was given by the Glee Club after the dinner.

REV. CHARLES B. ELDER.

ERNEST H. VAUGHAN.

President Booth was brief in his opening, extending to the guests a welcome in well-chosen words and sentiment. He introduced Mr. Ernest H. Vaughan as the representative of the Mayor, who, in his usual felicitous way, entertained the members of the Board of Trade, at the same time reminding them that they stood for all that is best and truest in the life of Worcester. In connection with the remarks of Mr. Vaughan and the introduction by President Booth, a very feeling tribute was paid Mayor Logan, reference being made to his illness, and a happy thought was carried out by a rising vote that the board send to the Mayor its expressions of regret because of his sickness, with best wishes for speedy recovery, and the secretary was instructed to convey this message to his home, also to deliver to him one of the large floral pieces which was a part of the head table decoration, consisting of a large basket of Killarney roses. The vote of the board and the presentation of the floral tribute was acknowledged before the close of the exercises by a message from Mayor Logan's sick room, expressing his extreme pleasure at being so kindly and generously remembered. Abstracts of the speeches of the visiting Congressmen are here given:

MAYOR JAMES LOGAN.

Hon. Charles G. Washburn.

It is always a delight to me to meet my fellow citizens in this great temple dedicated so many years ago by the mechanics of Worcester to the prosperity of what was then a growing and a prosperous city. I do not know what great prizes in life may be most valued by others, but for me the respect and esteem of one's fellow citizens seems to be the highest reward that can be conferred upon him; and as I stand here looking in the faces of many who are the contemporaries of my father and of mine and my brothers, I feel that I am indeed in the house of my friends. But, my friends, as I look about me here this evening at this annual festival of the Board of Trade, I am also reminded that the great problems confronting the American people have greatly changed within a few years. When this hall was built, and for years afterwards, the whole country was engaged in solving the great question of human rights. That question now happily disposed of for all time, others of an entirely different nature, but of equal magnitude, have come to take its place. And to-day the great questions which are before the Congress of the United States are those in which you have a peculiar interest. This is pre-eminently a day of great business propositions, affecting not only the production of this the first of the manufacturing countries of the world, but also the control, the administration of our great transportation systems. These are the questions which must for a long time to come engage the attention of Congress, and in their consideration the advice and the counsel of our great chambers of commerce and boards of trade will be of the very greatest value in effecting a correct solution.

HON. CHARLES G. WASHBURN.

Among those questions is that of transportation. By a happy coincidence we have as our guests this evening two gentlemen who are pre-eminently able to speak with authority upon that question. The presiding officer did not invite me here to speak, but simply, as I think he said, to show myself for a few moments, nor can I with safety trespass longer on your patience, because I now know that you are eagerly awaiting the great treat that is soon to be yours; but I cannot forbear saying to you that while the management of this meeting may well congratulate itself upon being able to present to you here as its guests the best that the Congress of the United States can offer, I take pride in saying to them that this is the best that Worcester and Worcester County can offer, and that as your representative I am proud of it.

Mr. Washburn was given an enthusiastic reception, the members rising to do him honor.

Hon. J. Hampton Moore.

A mere tyro in the presence of the most experienced waterways expert in the United States, I hesitate in his presence to venture too deep upon this subject. I am told, and I have known it, too, because of the fame that your city has already attained, that you are great manufacturers of agricultural implements, machinery, tools, and wire, and those other things employed by the agriculturalist in his business, and that you have been looking to the foreign trade and have been interesting yourselves in commercial expansion a little more, perhaps, than some of the other great manufacturing centers have, and I said that if ever there could be a body of men interested in the welfare of their own business as it was affected by deeper waterways along the Atlantic seaboard, it must be those manufacturers of New England who are looking for markets beyond the borders of the United States. We were told—and we had but to look

at the records to ascertain for ourselves—that the very forefathers, the first settlers affected the streams and waterways for their habitations and means of communication. We have but to remember that Lake Champlain

itself was regarded as the key to the military situation during the French and Indian war. The Erie Canal had been a dream of DeWitt Clinton and other eminent men of New York. Boston and Philadelphia were the great cities of the Atlantic seacoast. But along about 1811 Clinton devised his great scheme of bringing the Great Lakes across the State of New York to the Hudson and down to New York city. When the railroads came along about the early thirties, with new methods of transportation, those who had invested their money in the canals of the country found more profit in the railroads and began to give their encouragement to this new method. States were spanned. Vast distances were brought into close contact. Communities arose along the line of railroads. Great establishments reared their heads in the interior. The product of the grain field and of the apple orchard and of the cornfield came surging into the Atlantic seaboard. You along the New England coast got your raw material from the South and West with more celerity than ever. Your factories and mills were given a tremendous impetus. So it continued with increasing volume until the present temporary period of depression, with complaints arising from every section of the country because of the lack of transportation facilities. Along the Atlantic seaboard we propose to put upon the map of the United States a completed inland waterway one hundred and fifty miles beyond the perils of the sea, in order that the products of the South may move safely to the North, and in order that you may obtain your raw materials here by other methods than the railroads, and in order that you, with your heavy freight, may move it south so that it may make its connections with the railroads for the West, or move it to the various ports of shipment for trans-Atlantic movement. Already private capital is moving to construct a canal across Cape Cod from a point opposite Sandwich; it is proposed to cut through to Long Island Sound—a distance of seven and one-half miles, and to thus cut through the sands of that hook of land means an actual saving of sailing distance from Boston to New York of 148 miles, and eliminates completely the dangers that I have described, which have, during the last ten years, brought 850 ships into total, but many others into partial disaster on that coast. That cut completed would land any vessel in Long Island Sound, down which it might course through the approaches to New York to Raritan Bay in the State of New Jersey, and through that bay it would take its way across the State, a distance of thirty-one miles, through the canal already established, to the Delaware River. This completed canal extends from Raritan Bay to the Delaware, below the manufacturing city of Trenton. Down the Delaware River we would course by the city of Trenton, Philadelphia and Wilmington—all inland 100 miles or so, until at Delaware City it would bisect the State of New Jersey, paralleling the Chesapeake and Delaware Canal. Passing by the city of Baltimore down to the city of Norfolk, a cut of thirteen miles, again would land the vessel in Albemarle and Pamlico Sounds, down which they would take their way until reaching the outlet at Beaufort, thence passing into the Atlantic Ocean. What do you save by this? Four cuts, one at Cape Cod; an enlargement of the Delaware and Raritan Canal; of the Chesapeake and Delaware Canal and in line parallel to it; an enlargement of the Chesapeake and Albemarle Canal, and through the canal through Dismal Swamp made by Washington in his time. Four cuts of an aggregate distance of sixty-six miles, marking a straight inland course from ocean to ocean, would make a saving over the outside sailing distance of 700 miles. Just 148 miles would be saved from Boston to New York, 340 miles from New York to Philadelphia, and then from Philadelphia down the coast, 700 miles in all would be saved by cuts of sixty-six miles.

HON. THEODORE E. BURTON.

I thank you most cordially for this most generous reception. The grand old Commonwealth of Massachusetts, the old Bay State, has taken on more of glory, and more of prominence, and most of all this country of ours has reached the business of the foremost nation on the globe. You are proud of Worcester here and everywhere. You are proud of Massachusetts; but your chiefest pride and your greatest opportunity belong to you because you in Worcester and you in Massachusetts alike are citizens of this great united country of ours. And I find reason for gratification that this great hall was projected by the mechanics of Worcester, showing that the brawny arm, the skillful manual dexterity of Worcester, co-operated with her bankers, her manufacturers, her merchants, in bringing about the real greatness of this city. It is evident that there has been peace between you, and that the asperities, the different ambitions, and the conflicts which so often mar the relations of capital and labor, have been in a large degree absent in this favored city. May that continue in the future.

I am to speak on "the causes and course of the present depression." First, let us understand what a panic is, and what a depression is. There are two very different kinds of phenomena, one called a crisis, or a panic, and the other a depression. A crisis is temporary; that is, perhaps, a better scientific word to use. The panic is a psychological feature—a fright. The crisis may be followed by a long depression, or it may be only temporary, so that the business of the country goes on after it, like a ship after a storm, when, although the waves are high, there is safety ahead. Very frequently it is followed by a season that is permanent, which we call a depression. What are its characteristics? Men out of employment. Partly empty warehouses. Collections are not so good. Everywhere there is a degree of discouragement and depression. It lasts, sometimes, as it did after 1873, for five or six years. Now if we try to explain the cause of a crisis, we will find it not only dif-

ficult, but impossible. What is the real cause? And in the brief time I have I think we might as well come to this. We must not confuse depression with poverty. Depression is a condition which exists occasionally, but which in the general run is consistent with the onward march of progress and prosperity. While it is of much longer duration than a crisis, it is not permanent like poverty. Poverty is a permanent condition. You have illustrations of it, unfortunately, in New England.

Now what are the causes? What are the forms in which they manifest themselves? First, let us understand the fundamental facts. Our business operations, our industrial enterprises, are not in the present altogether; they look to the future. The most successful man is the one who anticipates an increased demand for some staple article and gets ready to produce it at the right time; who has his shop enlarged so that he may meet that increased demand. We are constantly preparing for the future. We are building such great private or public works as the Hoosac Tunnel, and the subways under New York and the rivers adjacent. The Panama Canal is an illustration, the returns for which will not come in for a considerable time—perhaps for a decade.

First, public and private extravagance. It manifests itself in the simplest affairs of life. Second, it is getting to be more and more prominent that there is a lack of equilibrium in production. Invention is running its course very unequally, with far greater improvements in one line than in another, and that is attended with a constant disposition to increase the manufacture or output of certain articles, so the condition obtains that there is too much of one thing and not enough of another. In the complex organization of modern industry, more of one thing is manufactured than is needed and less of another, so that we cannot get along at an even pace. The third and greatest cause is one I have already touched upon. All our operations are so much in anticipation of the future. What is the general cause? There is a demand for some new article, or the demand for some old article is greatly increased. The time comes when the manufacturers and merchants cannot supply the demands. What can they do? Increase their stock of goods, the size of their factories. New factories are built and additions are made to existing plants, thus greatly increasing the output until a large surplus of stock is manufactured. Then we must wait until the increased population and the readjustment of financial conditions make it possible to work off that stock. I am aware that people say that what causes these disturbances is lack of confidence. Confidence is an essential to the successful transaction of business or industry. Without it we cannot reach that development in any line of trade or manufacture which we ought to reach. But confidence alone cannot make conditions good.

No wisdom short of the Infinite can prevent, in a country where there is such progress and such hope—where the richest rewards come to those who anticipate the future—no wisdom short of the Infinite, I repeat, can prevent the recurrence of these occasional depressions.

Now, how about its course? The depression of 1893 had a separate set of causes. It was a distrust in regard to our monetary system—the fear that we would go to a silver standard. Joined to that was a distrust in regard to tariff legislation. Now, how long is this depression going to exist? I think I may confidently say, by no means as long as in '73 or '93. In the first place, the conditions which caused it were different, and they were very much aggravated by this insufficiency of our currency system. The cause of depression is speculation and fraud. People do not speculate just for the sake of speculating. It is when the growth of the country, or the growth of demand, or something that raises values, makes opportunity for profits in increased prices. Why will the increase in the quantity of gold tend to make this depression shorter? First, it makes it easier to meet obligations.

What is another reason why this depression will not last as long? It is that the industrial, the financial

world of to-day are better organized than they were before. The business man of to-day is better posted than the business man of twenty or ten years ago, and coupled with that is the spirit of co-operation among our institutions, both national and international.

What is another reason why it will not be so severe? It is because of the fact that in this country, at least, we have greatly widened our markets. A larger share every year of our manufactured product and agricultural and mineral output tends to go abroad.

Then there are other features of this present situation that have been prominent for ten or fifteen years. In a far greater degree our enterprises to-day are in enlargement or replacement of existing enterprises. Instead of the enormous new railway mileage in 1896, railway work is largely confined to double-tracking or increasing the equipment.

Thus I bring to you this message, that this will be a season of trial, but there is occasion for hope to-day for clear skies ahead. Do not think for a minute that these disturbed conditions which exist in March, 1908, are going to continue as they did after October and November, 1873, and after May, 1893. It is always a little dangerous to forecast the future, but I am confident this prediction can be made with entire assurance.

What are some of the things we should do? I can only speak of this in a very general way. It would be well for this nation, for every individual in it, if moral and intellectual forces were brought to bear to check extravagance. I would that there were a more general return to the old-time virtues of economy and thrift in private and national affairs. The history of the world is made up largely of the coming down of shepherd nations or hunters from the mountains and the plateau to overcome the effete monarchies in the valley or on the plain.

Are we to indulge excessively and run riot in wealth which the God of nature has given us here in this great land? It would be well, also, though this is, perhaps, straying a little from the subject, to have a new education in the idea that life has greater prizes than immense fortune—that there are homely virtues, courage and fidelity, devotion to every cause of truth, to love of country, which should absorb our attention and draw our minds away from those pursuits in life which are more sordid. The messenger of progress knocks at your door bidding you to arise and go forth—go forth conquering and to conquer. The sluggard will sleep on; the timid will linger and wait, but there will be leaders in all the great lines of the world's activity who will be strong and brave and true. Go forth conquering and to conquer, but take with yourselves always the abiding resolution that your efforts shall be exerted as well on behalf of all the great principles which have made our country great.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers

President, George F. Booth. *Vice-President*, George F. Brooks.
Secretary, Herbert M. Sawyer. *Treasurer*, Samuel D. Spurr.

Directors.

William A. Lytle,	Wm. H. Coughlin,	Geo. T. Dewey,
Reginald Washburn,	George F. Booth.	Irving E. Comins,
J. Russel Marble,	Thomas T. Booth,	George F. Brooks,
F. S. Blanchard,	William Forsberg,	Clarence W. Hobbs,
Winthrop Hammond,	John W. Higgins,	Charles T. Tatman,
Edward J. Cross,	Victor E. Edwards,	Arthur O. Young,
John J. Powle,	Dr. Thomas Howell.	

Clerk of the Corporation, William H. Sanford. *Auditor*, B. Ward Bates.

Chairmen of Committees.

Advisory—Rufus B. Fowler. Membership—Louis H. Buckley. Ways and Means—George T. Dewey. Manufactures—Clarence W. Hobbs. Meetings and Receptions—William A. Lytle. Mercantile Affairs—Winthrop Hammond. Transportation and Railroads—J. Russel Marble. New Enterprises—George F. Brooks. Municipal Affairs—Charles T. Tatman. Taxation and Insurance—John J. Power. Foreign Trade—Victor E. Edwards. Statistics and Information—F. S. Blanchard. Arbitration—Edward J. Cross. Legislation—George T. Dewey. Publication—Rufus B. Fowler. Education—J. Russel Marble.

Board of Trade and Industrial Notes

The annual meeting of the Worcester Board of Trade takes place Tuesday evening, April 21, in its rooms, 11 Foster Street.

Since the publication of the March number of the Worcester Magazine the following persons have been elected members of the Worcester Board of Trade: Charles J. Adams, journalist, 142 Elm Street; Otis D. Arnold, State Mutual Life Assurance Co., 340 Main Street; Albert J. Bowers, optician, 366 Main Street; William H. Bowman, Graton & Knight Mfg. Co.; Geo. W. Brooks, manager Hill Envelope Co., 35 Water Street; Frank L. Coes, Coes Wrench Co., Coes Square; Herbert M. Fowler, manager, 340 Main Street; Arthur W. French, professor of engineering, Worcester Polytechnic Institute; Peter A. Friberg, coal and wood, 14 Oak Avenue; George W. Gabriel, Geo. F. Blake, Jr. & Co., Foster and Mechanic; Harold Grant, fire insurance, 340 Main Street; Frederick A. Hawes, Barnard, Sumner & Putnam Co., 327 Main Street; Martin D. Holmes, steam fitter, Salem Square; Charles F. Keith, Hill Envelope Co., 35 Water Street; Lucius J. Knowles, treasurer Crompton & Knowles Loom Works; Albert E. Lyons, Allen-Higgins Wall Paper Co., Greendale; John E. Mayhew, Co-operative Builders' Finish Co., 51 Hermon Street; George H. Miller, grocer, 37 Lincoln Street; George D. Moore, Multiple Woven Hose & Rubber Co., 9 Summer Street; M. Thomas O'Leary, L. W. Pond Machine & Foundry Co., Gold and Assonet Streets; Arthur H. Parker, Parker Wire Goods Co., 1 Assonet Street; Robert G. Pratt, manufacturer, 100 Beacon Street; Darius A. Putnam, undertaker, 30 Foster Street; Frederick Staib, Allen Higgins Wall Paper Co.; Arthur A. Vaughan, Flexifold Door & Shutter Co., 10 E. Worcester Street; Albert G. Waite, Spencer Wire Co., 19 Webster Street; Frederic B. Washburn, treasurer Worcester Five Cents Savings Bank; Robert M. Washburn, attorney, 390 Main Street; Herbert Wesby, bookbinder, 387 Main Street; Frank E. Williamson, city auditor, City Hall; Peter Wood, Peter Wood Dyeing Co., Holmes Street.

Worcester has among its varied industries the largest of the only two wall paper factories in New England. The Allen-Higgins Wall Paper Co. at Greendale is the concern upon whom this distinction falls. The building it occupies is conspicuous to any one who ever visits the north end of the city; is 400 feet long, with a wing 120 feet long, and it is said to be one of the longest factories for the manufacture of wall paper in the country. This extreme length is necessary, the space being required for the drying of the papers after they are printed. The line of papers manufactured at this great plant is designed to cover the highest possibilities of the decorative art in medium values, and are a pronounced success in this respect; in other words, style and quality are the points of excellence chiefly sought after.

The company also makes high grade decorative novelties. Its product in the higher grades has all the value of foreign goods and this meets the urgent demand in the domestic trade. For the most part, the company makes its own designs, which are never copied, except where it is desired to match fabrics to be used in connection with the papers. In the manufacture of wall paper, as in all other business enterprises at the present time, it is quite as necessary to be wide awake and progressive, and it has been the good fortune of this company to lead the procession in this respect. All the rollers used in the printing of its papers are made by the company, and in the departments of printing, designing and block cutting, the very highest grade of skilled labor is demanded and employed. It is doubtful if any number of people in Worcester are familiar with the process of wall paper printing, and comparatively few people here have ever observed it. The opportunities for such observation are very limited in this section of the country, and it is a source of surprise to all who see the process for the first time that wall papers of such high grade can be printed so rapidly and yet so artistically.

This company, which was started in Worcester several years ago, has developed a growing business, and gives employment to a considerable number of people, and is now reckoned as one of the stable industries of the city. The factory boasts of using the only sixteen-color machine in the country. It requires the most carefully adjusted machinery to print as it does a design embodying sixteen colors, with the exactness and with nearly the same rapidity of a design of one fourth this number of colors.

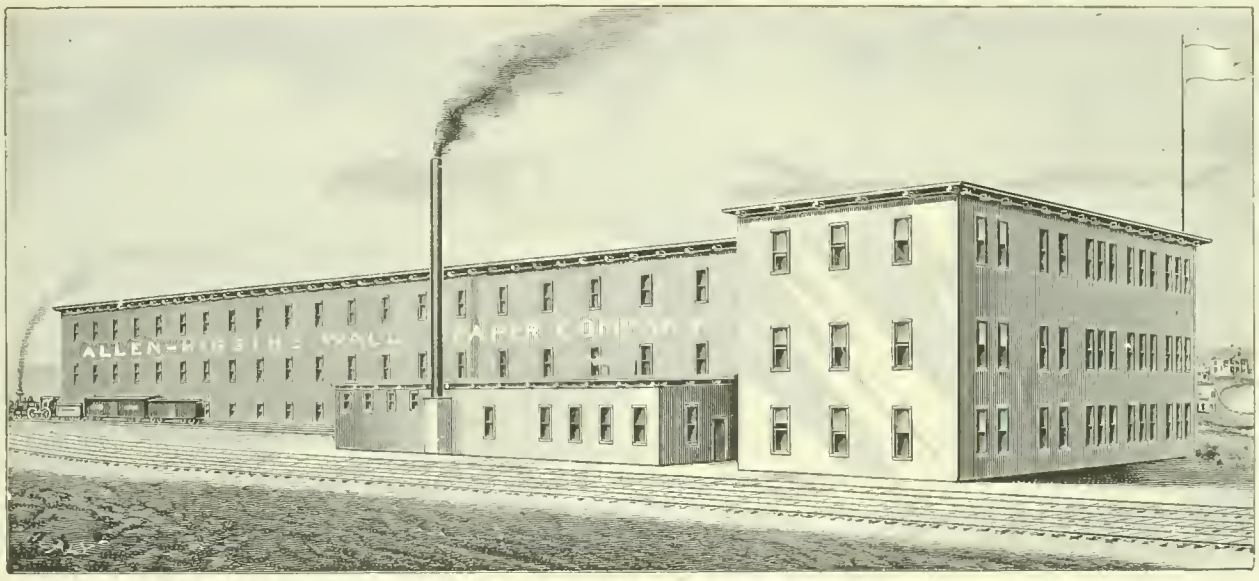
The company does not object to showing visitors the process of the manufacture of wall papers, and to the great majority it would be a day of education should they follow the process of wall paper manufacture as done in the Greendale plant.

The officers of this company at the present time comprise John C. MacInnes, president; Albert E. Lyons and Frederick Staib, vice-presidents; William Woodward, treasurer; A. H. Anderson, secretary, and W. H. Chandler, clerk.

Robert G. Pratt, of 100 Beacon Street, reports business as very brisk with him. He is a manufacturer of battens, quills, and supplies for ribbon, tape and webbing looms.

John Jacques & Son of 93 Webster Street, manufacturers of shears, are fairly busy. A recent foreign shipment included a large shear for cutting material for roller shades, and was sent to Manchester, England.

Norcross Brothers Company has been awarded the contract to construct the new building of the International Bureau of American Republics to be built in Washington on the Van Ness Park site, at the corner of 17th and B Streets. The building will be of Spanish renaissance design, of Georgia marble from the Southern Marble Co., of Norcross Brothers Co., and from Dorset, Vt., marble from the Vermont quarries of the same company. The exterior will come from Georgia and the interior from Vermont. The structure will be 152 by 176 feet on the ground. The building will serve as the international headquarters of offices in one national capitol of twenty one different American nations. The nearest approach to it will be the New Temple of Peace being erected at The Hague. The cost of this Pan American structure, when it is fully completed and ready for occupancy, will be $1,000,000, of which Mr. Andrew Carnegie generously contributed $750,000 and the different American nations approximately $250,000. This imposing building will stand on one of the most attractive tracts in Washington, commonly known as the Van Ness tract, which covers five acres, facing the presidential grounds on the east and Potomac park on the south. The site is only two blocks below the Corcoran art gallery, next to the new building of the Daughters of the American Revolution, both of which were built by Norcross Brothers. In the May number of the Worcester Magazine will be shown a picture of the building, together with a description furnished by Hon. John Barrett, director of the Bureau.



ALLEN-HIGGINS WALL PAPER COMPANY

Mr. William E. Wilder and Mr. Bernhard E. Delle have formed a partnership and have taken offices at Room 732, State Mutual building, and are prepared to do all kinds of

W. E. WILDER.

B. E. DELLE.

mechanical engineering. Both are experienced engineers, and plans and specifications of engineering problems will be satisfactorily worked out by the members of the new firm.

W. H. Leland & Company, of Southbridge Street and Hope Avenue, have recently put upon the market their new universal tool and cutter grinder, which is designed to meet the varied and perplexing requirements of the present day tool room, with its constantly increasing demand on its grinding department to provide and maintain sharp cutting edges on the modern high speed tools and cutters. This machine is thoroughly practical for general manufacturing purposes to its maximum capacity as any grinder built, and is complete as a cylindrical, surface and internal grinder, fully equipped for use with water, the only rapid and satisfactory method of grinding.

W. H. Leland & Company, located in South Worcester some time ago, selected the extreme south end of the city for the building of their shop. They are really pioneers in that section in the manufacturing line, for their plant is within a stone's throw of the Auburn line, but by reason of exceptional railroad and street railway facilities, they are sufficiently near the business center to compete with the trade. The accompanying illustration of their new grinder will give a mechanic excellent oppotunities to judge of its merit, as it is shown in a splendidly executed half-tone plate. The machine, as illustrated, consists of the usual traversing and swivelling tables mounted directly on a rugged rectangular base or column. An overhanging arm or gooseneck, which is rigidly supported at the rear of this column, projects upward and forward over the tables; journalled in this gooseneck is the swivelling head, which allows the tables to pass underneath the head, thus insuring a working position well over the base.

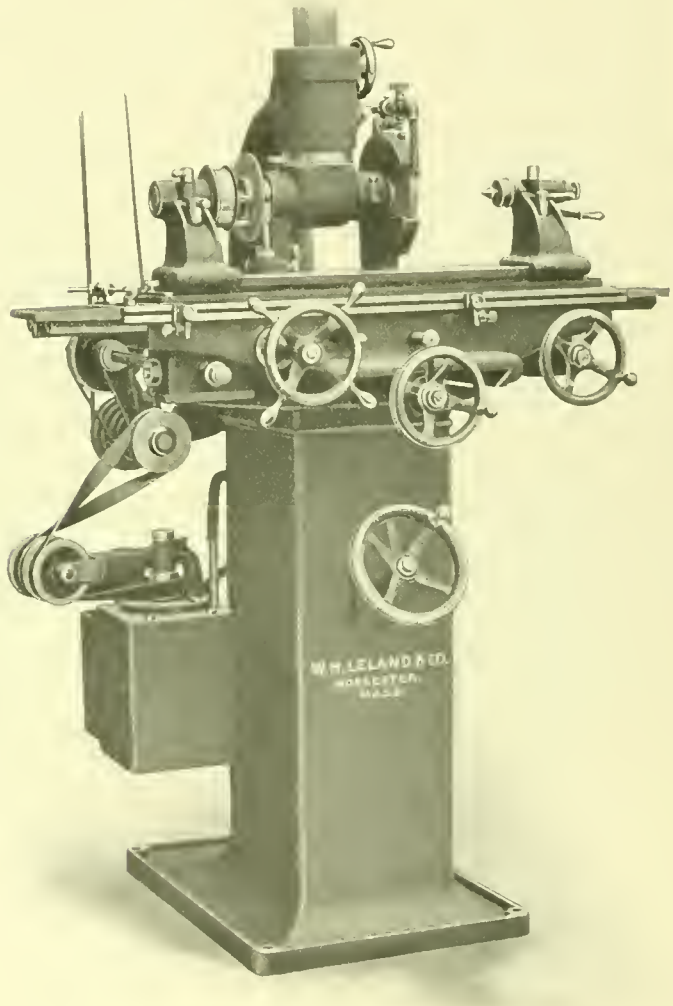
Among the prominent business firms whose advertisements appear in this issue of the Worcester Magazine, who are soon to remove to the Slater Building, is that of A. C. Munroe & Ingraham, who will occupy Rooms No. 325-326 front center, third floor, directly over the entrance.

Mr. Munroe is the dean of the insurance fraternity, having entered upon the business in 1873, purchasing at that time the insurance agency of General G. A. Washburn, located in Brinley Hall Block, and continuing the "Worcester County Insurance Agency" there, and in the J. Russel Marble building ten years; occupying rooms in Jonas G. Clark's building, No. 492 Main Street, the past twenty-five years.

Mr. Munroe has been four years President of the Worcester Board of Underwriters, and is at present President of the Worcester Protective Department (Fire Patrol).

Mr. E. P. Ingraham, for fourteen years Secretary of the Worcester Board of Underwriters, and Stamping Officer of the New England Insuance Exchange for this district, joined Mr. Munroe January 1, 1903, thus forming a very strong combination.

A. C. Munroe & Ingraham are placing the insurance of many of our leading manufacturers and business houses. Having the management of the Worcester branch of the largest insurance company in the world, the Liverpool and London and Globe Insurance Company, and other strong stock and mutual companies, and having had no disputed or unfavorable fire adjustment during the entire history of the agency and being already among the leaders in insurance in the county, the future looks bright for this up to date firm in their new and enlarged offices.



UNIVERSAL TOOL AND CUTTER GRINDER.

The Stockbridge Machine Company of Worcester, manufacturers of shapers, is building a lot of four of a new type. It will later be added to the company's regular line. It is an 18-inch machine, all gears driven for constant speed drive from single pulley or direct connected motor.

Up to a month ago, the new business booked was largely from abroad and the Pacific coast, but later orders are confined principally to the Eastern States. The company is running its shops forty hours a week with reduced force and is manufacturing on orders entirely, having secured a sufficient number of tools for stock.

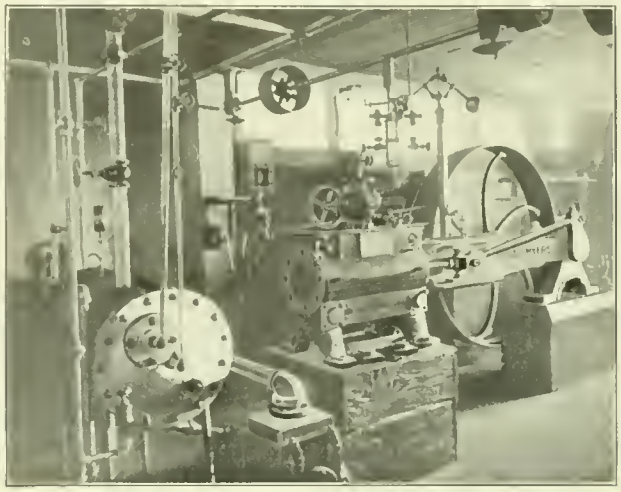
In the various branches of instruction there is nothing more practical than that of engineering. On Canal Street is located the Massachusetts School of Engineering, in which fifty tons of special machinery is used, all being in operation upon one floor. The accompanying illustrations give the best description of the various departments, being made for illustration in Worcester Magazine, from photographs recently taken. The proprietor and general manager of the school is Mr. Thomas F. Myers, who is well known to engineers throughout the country and has long been recognized as an engineer of exceptional ability. He is a native of Worcester, being born here in 1870, and was graduated from the public high school at Taunton. After leaving school he served an apprenticeship as machinist in the Mason Machine Works of that city, building locomotives and cotton machinery. Later he entered the employ of the Edison Illuminating Company, acting as chief engineer of their many large power houses throughout New England. Since leaving the employ of this company, Mr. Myers has had charge of important steam plants and has operated most every known make of steam engine and boilers during his long experience, aside from his practical work. He is a mechanical writer and lecturer and is widely known as an authority in his line. He is a graduate of two leading institutes of technology, graduating with degrees. He has been connected with school

GENERAL VIEW OF OFFICE.

work for a number of years, having taught engineering in New York State and Boston, and for the past three years has been at the head of the Massachusetts School of Engineering, which he started in this city.

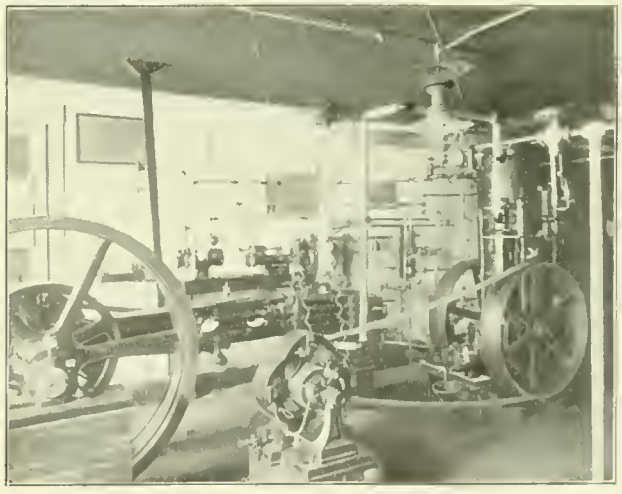
This practical educational institution is advertised as a practical school of steam engineering. It was established three years ago as a branch of the Boston school, which Mr. Myers started, but owing to the success of the Worcester branch, he abandoned the Boston school to devote his entire time to Worcester. During the three years in which he has been established more than 500 students have obtained licenses through the school, and it now numbers about 500 pupils. He is to open a branch school in Springfield this spring, and as a method of maintaining an interest in their studies, the Myers Progessive Club of Engineers has been formed, which has a membership of 250 students and honorary members, and which meets at the schoolrooms, once a week, when lectures are given by a prominent engineer on practical subjects. Mr. Myers has a collection of stereopticon views which is used at these lectures, devoted exclusively to engineering education and which is the largest collection in the country. This is the only school which has adopted this system of instruction in connection with this daily routine.

In establishing this school the aim of Mr. Myers was to produce a school of high standing and to present that important science in all its branches in the most simple form, so as to bring within the understanding of engineers and firemen of



SURFACE CONDENSER AND CORLISS ENGINE.

ordinary education. The methods of instruction are reduced to their utmost simplicity and are within the easy comprehension of any engineer or fireman. The system used is original with the founder and each pupil is given the benefit of direct instruction by Mr. Myers. An employment bureau connected with the school has been the means of securing positions with a majority of the graduates. The course outlined begins on simple fitting of boilers, which are set up in sections for this special work, after which comes the practical instruction by use of engines, pumps, etc., dissecting, assembling, valve setting, lining, leveling and babbitting. A visit to the school one day recently showed a large number of pupils at work in various lines and the students appeared to have complete knowledge of the intricate machinery, with which the floor is crowded. Mr. Myers is a member of the Worcester Board of Trade, and among his pupils are found some of its members who seek practical knowledge of machinery in order that they may know the method used in their own engine room. The illustrations accompanying show a general view of the school



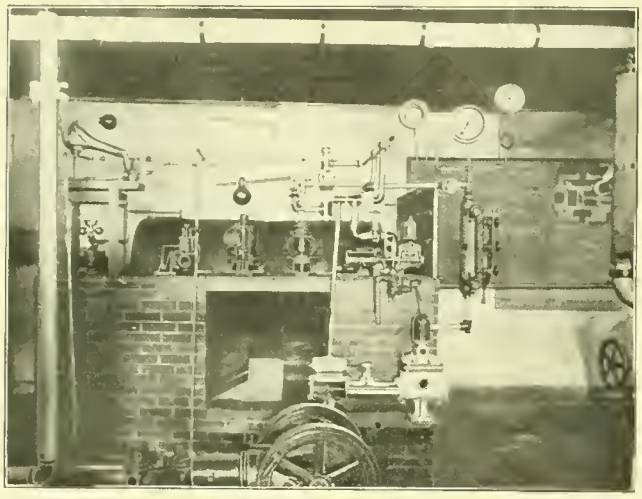
FITCHBURG ENGINE AND ELECTRIC LIGHT UNIT.

office and school room, together with a section of the instruction boiler, the Fitchburg engine and electric light unit and surface condensers and Corliss engine.

Foreign Trade Opportunities

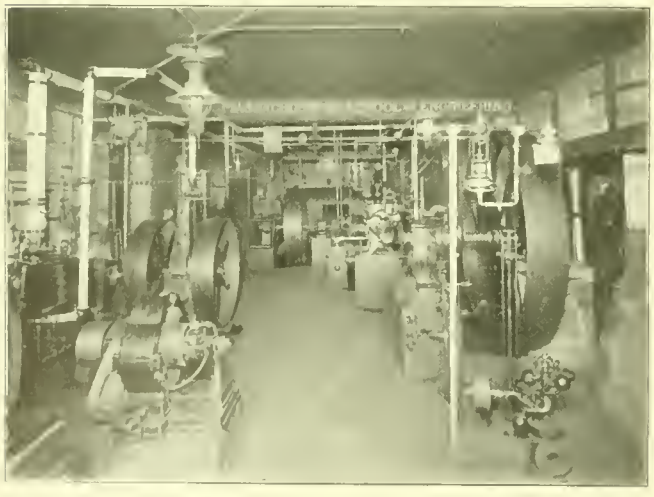
Inquiries of any information concerning the following heading will be answered by the Bureau of Manufactures, of the Department of Commerce and Labor, Washington, D. C. In replying for addresses refer to file number.

No. 1879. **American goods for Africa.**—The Bureau of Manufactures is in receipt of a letter from a firm of merchants in Africa, stating that it covers the whole of East and Central Africa, in which there is a large and increasing opening for trade, affording an opportunity for the sale of American goods, which are more suitable in many lines than those of other countries.



SECTION OF INSTRUCTION BOILER.

No. 1913. **Mechanical equipment.**—Charles Michel & Co., 82 Rue de la Folie-Mericourt, Paris, France, writes to the Manufacturers' Record that it is seeking agencies with exclusive control for salable articles in mechanical equipment of all kinds. The firm has a warehouse well situated on the Avenue de la Republique, the most active manufacturing quarter of Paris, and the one most frequented by manufacturing and commercial buyers, where it has excellent opportunities for displaying its goods.



GENERAL VIEW OF SCHOOL ROOM.

No. 1915. **Woodworking machinery.**—Johannes Mertens, Stadthausbrucke 25, Hamburg, Germany, desires to secure agencies for American manufacturers of woodworking machinery of the following kinds: Planing machines, polishing machines, sandpaper grinding machines, saw machines and saw frames, case small planks manufacturing machines, emery wheels, box-trimming machines, baling presses, rip and crosscut-saw machines, stock-sizing machines, nailing machines, etc.

No. 1916. **Machinery for woolen mills.**—Achilles Bacon & Co., Saloniki, Turkey, want prices, specifications, and full particulars in regard to woolen-mill equipment, such as pickers, cards, looms, dyeing machinery, etc.

No. 1917. **American tools.**—Paul Ruckert, Zabel Strasse, 11 Gera, Reuss, Germany, desires to enter into correspondence with American manufacturers of fine mechanical tools, with a view to dealing in the same.

No. 1922. **Agencies for American goods.**—One of the special agents of the Department of Commerce and Labor forwards the names of firms in western Europe which are interested in American goods and are desirous of forming connections with American manufacturers and exporters.

No. 1923. **South American representation.**—A New York business man advises the Bureau of Manufactures that he is contemplating a business trip to various countries in South America and would be glad to represent a limited number of non-competing manufacturing firms which might be interested in introducing their products in those markets. The party in question furnishes references.

No. 1951. **American goods.**—An American consul in Europe reports that he has received almost daily applications for addresses of American manufacturers of the following articles, which merchants in the country in which he is located desire to import: Machine tools of all kinds; plows; locks of all kinds; woodworking machinery; celluloid in sheets, and celluloid combs; stationery of all kinds, particularly linen writing paper and packing paper.

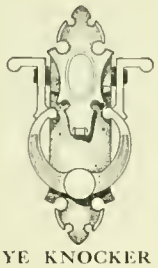
No. 1961. **Agencies for American products.**—The Bureau of Manufactures has received a communication from a foreign vice-consul, located in the United States, stating that a civil engineer in a European country is about to engage in the import business and desires agencies for wire, sheet iron, iron pipe, and steam, gas and water pipe.

No. 1966. **Agencies for American goods in India.**—The Weekly Bulletin of the Philadelphia Commercial Museum states that B. M. Goenka & Co., 24 Banstolla Street, Calcutta, India, desires agencies for the following classes of American goods: Talking machines, can and bottle openers, wrenches, automatic box lock, small motor cars, carriages and buggies, novelties in hardware trade, machine tools, and office systems.

No. 1973. **Machinery for complete wool weaving and spinning factory.**—The Bureau of Manufactures is in receipt of a communication from a New York firm stating that it has received an inquiry from the far East for complete wool weaving and spinning factory installation for the production of military clothing and blankets.

No. 2038. **Agency for American goods.**—An American consular officer in Northern Europe reports that one of the leading firms in the city in which he is located has recently taken over a large automobile business and desires at the same time to handle other foreign goods, especially in the machinery line. The firm also requests that it be placed in communication with first-class manufacturers who are looking for an agent in that region.

Some Things the Worcester Board of Trade Has Done.



YE KNOCKER

It established a branch of the United States weather bureau.

It has increased 25 per cent. the passenger service between Worcester and Boston.

It established a port of entry of the treasury department for the benefit of importers.

It gave the most material assistance in raising the money for General Devens' statue.

It brought about a reduction of water rates, saving Worcester manufacturers $10,000 a year.

It established a mail from New York for late afternoon delivery of special importance to business men.

It established in 1903, after other means failed, sleeping car serivce between Worcester and New York.

It killed a legislative bill providing for unfair taxation of commercial corporations.

It has been represented and had large influence in the settlement of the grade crossing problem.

It conducted two merchants' weeks, which brought many out-of-town buyers to Worcester stores.

It assisted in the passage of the bill providing for the classification and increase in pay of the postal clerks.

It issued in 1900 the first complete book of statistics, advertising Worcester's advantages as a manufacturing city.

It has obtained frequent concessions in express rates between local points in Massachusetts and other New England states.

It took the initiative in 1901 to relieve street congestion, which is now one of the vital questions for municipal consideration.

It has brought about re-classifications of freight rates at various times, greatly to the benefit of Worcester manufacturers and shippers.

It took the initiative and brought to a successful issue the widening of Canal Street in connection with the Union Station proposition.

It secured a business men's express train to Boston leaving Worcester at noon, a great convenience for persons desiring to do business in that city.

It appointed a special committee which brought about an entire remodeling of the new Union Station interior plans for the convenience of Worcester people.

It took the initiative in the widening of Shrewsbury Street, which is now recognized as the most important improvement on the east side in many years.

It secured satisfactory freight service on the Boston & Maine Railroad for Worcester fruit and produce shippers, so they could compete with Boston shippers.

It created in 1902 an Advertisers' Protective Association, which saved members thousands of dollars and much annoyance from irresponsible advertising solicitors.

It killed the bill restricting the height of buildings in cities in the Commonwealth, outside the city of Boston, which would have made impossible the building of the Slater Block.

It brought about noticeable improvements in passenger and freight service on the Boston & Maine Railroad between Worcester, Clinton and other Worcester County and northern points.

It killed a legislative bill emanating from Worcester which, had it passed, would have prohibited large corporations paying their help by checks, which was aimed particularly at the American Steel & Wire Co.

It brought to Worcester in 1901-2-3 several hundred thousand dollars in foreign orders to manufacturers as a result of an export sheet issued, the most complete method of reaching foreign trade ever attempted by a commercial organization.

It killed a bill providing for the creation of the office of purchasing agent of supplies for all state institutions, with headquarters in Boston, which would have taken away many thousands of dollars in trade from Worcester wholesale merchants.

It secured from the Railroad Commissioners the revocation of a rule of the New York, New Haven & Hartford Railroad compelling shippers to assume responsibility and liability of all cars and railroad employees while loading and unloading goods on a private side-track.

It took the initiative in the movement to make Worcester a central station of the New England Telephone & Telegraph Company, with a division superintendent and a district manager, making Worcester the central office of a district comprising Worcester, Salem, Fitchburg, Manchester and Lowell.

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The WORCESTER MAGAZINE

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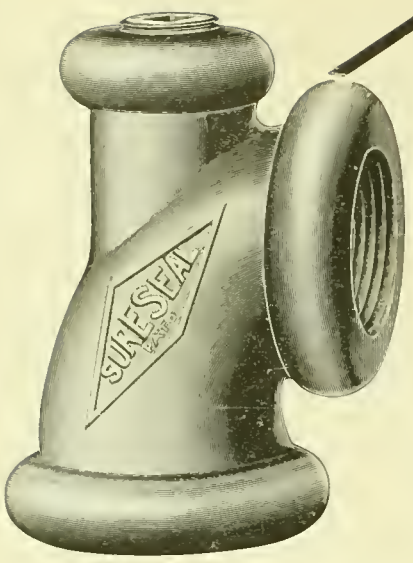
NEXT CONTEST JUNE 6, 1908

Published by Worcester Board of Trade,
MAY, 1908



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SOLE MANUFACTURERS

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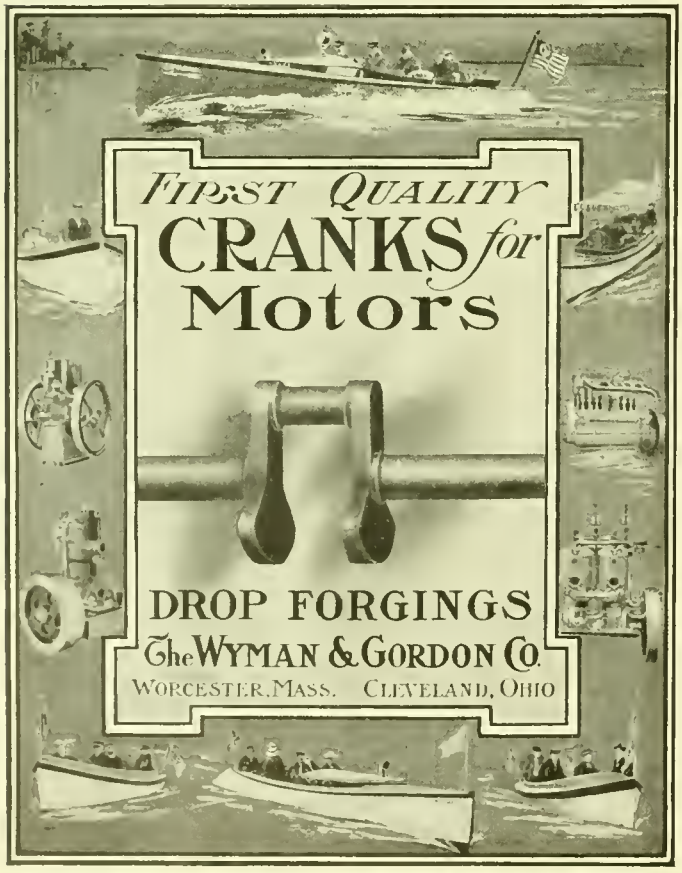

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DESCRIPTIVE CATALOG ON REQUEST

Worcester, Mass.

The WORCESTER MAGAZINE

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Contents

MAGAZINE AND MUNICIPAL COMMENT.
Now the Experiment is on, 89
Debate on the Merger, 89
Largest Post in the Country, 90
Worcester Among the First, 90
Worcester as an Art Center, 90
Opportunity to Help Themselves, 90
For Mail-Order House for Farmer, 90
THE AUTOMOBILE IN WORCESTER, 91
GRAND RAPIDS PUBLIC SCHOOLS, THE OLD AND THE NEW, BY E. M., 100
APRIL TRADE REVIEW, BY O. C. ANSLEY. 101
REVIEW OF CURRENT EVENTS, 101
FOR AND AGAINST THE MERGER, 104
BOARD OF TRADE AND INDUSTRIAL NOTES, 105
"SURE-SEAL" STEAM HEATING SYSTEM, 109
FACTS FOR AUTOMOBILE MAKERS, BUYERS AND OWNERS, 112

ILLUSTRATIONS.
Dead Horse Hill Climb, Front cover
General Interior View, Worcester Automobile Club, 91
Dining-room, Worcester Automobile Club, 92
Ladies' Dining-room, Worcester Automobile Club, 93
Daily Scene in Central Street, 94
Scene from Readville Automobile Races, 94
Interior View of Pilot Garage, 95
Worcester Motor Car Company Garage, 95
Interior of Alsten & Goulding's Store, 96
Franklin Garage, 97
Palace Garage on Hermon Street, 97
Start at Dead Horse Hill Climb, 98
Scene at Dead Horse Hill Climb, 99
New Peace Building Being Constructed at Washington by Norcross Brothers Co., 102
Home of Central Supply Co., 109
"Sure-Seal" Heating System Illustrated, 109-110
Snap-shots of Wyman & Gordon Co.'s Plants, 112
Worcester Pressed Steel Co.'s Building, 113
Interior Norton Grinding Co.'s Building, 114-116
Morgan Spring Co.'s Works, 114-116
Boynton & Plummer Co.'s Head Shapers, 114-116
Heald Machine Co.'s Plant, 114-116

PORTRAITS.
John P. Coghlin, 91
George E. Stimpson, 93
Herbert P. Bagley, 93
Charles J. Hidden, 98
Henry J. Mureh, 98
John S. Harrington, 99
T. E. Byrnes, 104
Louis D. Brandeis, 104

Magazine and Municipal Comment

Now the Experiment is on.

The eyes of the country are now turned towards Worcester on account of its no-license conditions. The sale of liquor being prohibited for one year, it is interesting from the outside to note how the law will be obeyed in a city the size of Worcester. There is no question that the great majority of people desire to give the endorsement a fair trial. This is evidenced by the fact that the clubs, which know various ways by which the law could be evaded, have decided to go on a strictly no-license basis, the so-called lockers system being waived. The police department is now put upon its honor to enforce the law. There will be many ill feelings created in the coming months, for violations will be made, and certain classes of people will contrive to defeat the aims of the police or any organized effort to stop the sales of liquor. The closing of the saloon in a city of 140,000 was of sufficient interest to call to Worcester representatives of the most conservative papers, who wrote articles on the close of the license regime and the beginning of the no-license year. Now comes the real experiment, and within a few months the query will be raised all over the country: is no-license a success in a large city?—with Worcester as the object lesson.

o o o

Debate on the Merger.

The most important meeting that the Board of Trade has had for many years was the debate April 30, on the proposed merger of the New Haven and Boston & Maine railroads. It was arranged by the Board and attracted the most representative audience that Worcester has had together for a long time. The debaters were Mr. T. E. Byrnes, first vice-president of the New York, New Haven & Hartford Railroad, and Mr. Louis P. Brandeis, of Boston. Of course Mr. Byrnes favored the merger while Mr. Brandeis opposed it. The subject matter is of vital importance to New England, and of particular importance to Worcester. The merger proposition is before the Legislature and has been argued pro and con for the past year. The debate gave Worcester's business men and manufacturers opportunity to learn the strong points in favor or in opposition to the proposed merger

of these great public service corporations. There is no question that the subject was presented by the two ablest men in Massachusetts, and whatever comes from these debates, and whatever attitude the Legislature takes toward the proposition, there is no reason why Worcester is not now well informed on the merits of the proposition. This meeting closed the Board of Trade's programme, which includes debates on the trolley freight franchise, the national financial bills and the railroad merger, and the Board of Trade has given Worcester the chance to become well familiar with all these subjects through presentation by experts.

o o o

Largest Post in the Country.

George H. Ward Post, G. A. R., observed its anniversary early in the month, a feature of which was a reception and presentation to Hon. Alfred S. Roe, commander of the Department of Massachusetts. These anniversaries always attract a representative Worcester gathering. They are different from no other gatherings, except that they represent a cause, which is a part of the nation's education—patriotism. As another means of advertising Worcester, this post is the largest in the United States, a position it occupied several years ago during the administration of Commander Daniel E. Denny. This position it has maintained since.

o o o

Worcester Among the First.

Worcester was one of the first cities in the country to go to the relief of Chelsea, its fire-stricken neighbor. No sooner had the flames died away than Worcester's public spirited citizens organized for the assistance of the Boston suburban city, which was stricken to the extent of millions of dollars and many of its people suddenly became homeless. Worcester's contributions amount to several thousand dollars and the helping hand was quickly extended to Chelsea.

o o o

Worcester as an Art Center.

The Worcester Art Museum, which recently came into possession of the Salisbury estate, ranks among the foremost art museums of the United States, and its annual income from its investments amounts to about $160,000. It has been represented that the only museum which compares with the Worcester Institution, so far as income is concerned, is the Carnegie Museum in Pittsburg, which is largely endowed by the great steel king. Worcester is proud of its museum, realizing that by it the city will receive much advertising in foreign countries as an art center. The revenue from the Salisbury estate amounted to $2,738,000, which gives it a total fund of $3,332,000.

As compared with other museums the Metropolitan Museum of New York has an endowment fund of $10,000,000 with a total income of $400,000, including $50,000 in dues; the Field Museum in Chicago has an endowment of $10,000,000 and a $6,000,000 home; in addition Chicago gives $117,000 a year to two museums; New York City gives $300,000 a year to the Manhattan Borough Museum. It will be seen by these figures that the great cities give liberally to art.

o o o

Opportunity to Help Themselves.

A movement which deserves much credit for its promoters is the so-called vacant lot cultivation plan. The depression has brought upon Worcester a condition of affairs whereby its people need some assistance. There are nearly 30,000 people regularly employed in manufacturing insitutions, when business is in a normal condition. There are at the present time, according to the Secretary of the Worcester Labor Bureau, about 7000 people idle, which means that 28,000 people have been cut off from any revenue. Of these 7000 idle workmen many of them have saved practically nothing from their earnings and are dependent upon the municipality for the necessities of life. The charity fund which has been raised, and amounts to nearly, if not quite $4000, will go a long way in assisting these needy people. For those who really desire to do something to help themselves, the vacant lot proposition is entirely practical.

This scheme gives them the privilege of tilling the soil and raising a sufficient amount of product to greatly relieve the condition of poverty. Owners of land have loaned this committee more than 100 acres, upon which a pretty liberal product can be raised. It will be interesting to watch the development of this plan and see how the unemployed take hold of it and what will be the result of their labor.

o o o

For Mail-Order House for Farmer.

Mr. C. L. Underhill, of Somerville, member of the Legislature, recently gave a talk before the Worcester Merchants' Association on the "Parcels-post Bill," the creation of Postmaster General George Von L. Meyer. Mr. Underhill is Secretary of the Massachusetts Hardware Association, which is opposed to the bill, as indeed are a majority of the merchants of the country. It is claimed that the bill is in the interest of the large mail order houses. Of course there are two sides to the question. Mr. Underhill's argument was on the side of opposition; another side is the consideration from the standpoint of the people in the rural districts, who, under the provisions of the bill, could have delivered to them larger parcels than those now admitted to the domestic mails and at a lower rate. This class of people numbers millions. The establishment of a parcels post is not to be measured in dollars and cents, but is to be from the standpoint of advantage to the people. It is to be regarded in the light of a powerful promoter of enlightenment and a factor in the advance and civilization of the people. Would it not be the means of greatly increasing local trade with suburban residents? The proposition is to promote the mailing of packages up to the maximum of eleven pounds, at the rate of twelve cents a pound.

The Automobile in Worcester.

IN the development of the automobile Worcester has played an important part. It is claimed that one of the first—if not the first—automobiles of the present general design was constructed in Worcester, and was a familiar sight on the streets twelve or thirteen years ago. This first motor car was an electric runabout. The second car, built a few years later, was one of the first in this country, in which was used the so-called flash boiler.

JOHN P. COGHLIN,
President Automobile Club.

Although Worcester has never reached a point where a complete automobile was manufactured, it is a boast that nearly every part used in an up-to-date motor car is made in this city, and the assembling is done in the centers where the automobile industry has been developed. The machinery and appliances for building the high-priced motor cars are a feature of Worcester's industrial life—drills, lathes, wrenches, chains, forgings of all kinds, pressed steel parts, crank shafts, and in fact everything that goes to make up an automobile gives to Worcester mechanics employment.

There is no particularly good reason why this city is not the home of one of the high-class motor cars. The first electric car was built here and the steam car was an early Worcester make. The Locomobile Company of America, which has placed upon the market thousands of high-grade cars, for a time furnished employment for many Worcester workmen. The ingenuity of a young Worcester mechanic is partially responsible for two of the foremost cars in the world. While there is no factory in or around Worcester for the manufacture of the modern motor vehicle, the makers of the high-priced cars are dependent upon this city for a majority of parts.

Although the dates are not easily obtainable, in a general way it is a fact that one of the first motor cars ever built in this country was constructed about the year 1895 at the factory of the Speirs Manufacturing Company on Nebraska Street, when Mr. John C. Speirs was at its head. Mr. Charles Fletcher, a draftsman and mechanic connected with the factory, designed an electric runabout. The propulsion was an electric motor, and power was generated by forty special accumulator cells. The car was designed to carry two people: the wheels were equipped with 4-inch tires, and it was built as an experiment by Mr. Fletcher, who used it for his own pleasure. It was run at a maximum speed of twenty miles an hour and was the only runabout that Worcester knew in those days.

GENERAL VIEW OF ROOMS OF WORCESTER AUTOMOBILE CLUB.

A few years after—two or three—Mr. John C. Speirs, who was connected with the manufacture of the Speirs and Lovell Diamond bicycles, brought out a second automobile. The electrical feature of it was abandoned and a flash boiler was used. This is said to be one of the first that was installed in this country in a motor car. While Mr. Speirs was at work on his model and engine, Mr. Ralph L. Morgan, son of Mr. Charles H. Morgan, of Worcester, was experimenting in the same building with gasoline as applied to motor cars. From Worcester he went to Toledo, connecting himself with the American Bicycle Company, and inaugurated a radical departure in a gasoline engine, which was installed in the Pope-Toledo car, now one of the leading gasoline cars, and later went to the Thomas Company, where he made modifications in the engine used in the famous Thomas Flyer.

They also had a lease of the Humber bicycle plant in Westboro, where other parts of their locomobile were built. Worcester was their temporary stopping place, and while here upward of 3000 steam engines were constructed. They then consolidated their business in a new factory in Bridgeport, Conn., which was built for them at the time they were doing business in Worcester and Westboro. So it was that Worcester was cut out of another opportunity to become an automobile manufacturing city.

As is well known, the Locomobile Company, which also made engines for Stanley, builder of the Stanley steam car, soon after going to Bridgeport changed the motive power for their cars from a steam to a gasoline basis. When the Locomobile Company went on a gasoline basis Stanley began the manufacture, in Newton, of

DINING-ROOM AT AUTOMOBILE CLUB.

This illustrates another instance of Worcester identification with the development of the feature of propulsion in prominent automobiles. Mr. Winslow T. White, who is connected with the White steamer, received his mechanical education at the Worcester Polytechnic Institute, from which he was graduated in 1900, which gives the widely known steam car a bit of local color.

So much for Worcester as an experimental station for automobile building. Nothing ever having been done with the early designed electric runabout and the steam car idea having passed into other hands, it was for the Locomobile Company of America to give Worcester its first experience as an automobile city, and that was of practically short duration. In 1900 the Locomobile Company leased the Nebraska Street factory of John C. Speirs and here built all the engines for their cars, the Stanley steam car. It will be seen by these facts that one of the most prominent steam cars in the world was identified in Worcester.

The history of motor vehicles covers centuries, and the fifteenth, sixteenth and seventeenth centuries record a variety of motor locomotion. A rough plan for an auto car was made in the fifteenth century by Leonardo da Vinci; the same idea prevailed in Persia, and another idea of an auto car was lodged in the brain of a Chinese mechanic, who made little progress. In the seventeenth century the idea took form in Europe, and a wind carriage of crude construction was worked out by Simon Stevens in his workshop at Hague. A large sail was used as the locomotive power and on a trial trip twenty-eight people were accommodated and the speed made was

GEORGE E. STIMPSON,
Secretary Automobile Club.

twenty-one miles an hour. There are records of motor carriages being made in Nuremberg; that Sir Isaac Newton contrived a mechanical car in the seventeenth century, and designs of steam carriages were made by eminent French engineers. In 1770 an improved carriage was built at the royal arsenal at Paris by order of the Minister of War, and was the first carriage that in any way resembled what is now known as an automobile. This machine still exists and can still be seen at the Conservatoire of Arts at Meliers.

Coming down to the nineteenth century there were a variety of cars made in London and France, but they were principally used as coaches. In 1884 appears the name of Gottlieb Daimler, a director of the Otto Gas Engine Works in Deutz. This is the first familiar name that is now recognized by autoists. Daimler produced a small gas engine designed to run at high speed and first fitted it to a bicycle in 1886. The gas was supplied from a carburettor. The engine, crude as it was, proved so satisfactory that in 1889 Daimler constructed a two-cylinder engine with piston rods coupled to a single crank. The right to manufacture the Daimler engine was acquired by Panhard and Levassor in 1889, who immediately began the construction of motor cars as we understand them to-day. This brought out the Panhard car, which was completed in 1891, and in the following three years 100 cars were constructed. They were driven by a two-cylinder engine of about the same horse-power as is now applied to the lightest motorcycle. The latest devices used in the Mercedes, Napier, or any other high-grade cars are but an improvement, an evolution of the features of the Panhard car. Then came the De Dion and Serpollet steam carriages, the original of the steam car, so it will be seen that the activity in automobiling originated and was practically confined to France, where the method of applying auto-locomotion crept nearer and nearer to efficiency.

The first automobile race was between Paris and Rouen, in 1894, in which 100 cars were entered and twenty started. Of these fourteen were gasoline and six steam. The De Dion-Bouton steam propelled car made the fastest performance, the distance of seventy-eight miles being made at an average speed of twelve miles an hour, this car defeating the Daimler motor car. The next race was the famous Paris to Bordeaux and back—730 miles—it being won by a Panhard car in forty-eight hours and forty-eight minutes, the only stop being eight minutes at Bordeaux. The winning car was made by Panhard and Levassor with a four horse-power Daimler engine, adjusted for three speeds, and the highest speed

HERBERT P. BAGLEY,
Treasurer Automobile Club.

LADIES' DINING-ROOM—WORCESTER AUTOMOBILE CLUB

made was 18½ miles an hour. The tires on that car were solid rubber.

Recreative contests and not commercial value are credited with having given the automobile its first start in America. The races in France whetted the appetite of the American, and nothing would satisfy until the racing fever was taken up in this country. The Guttenberg

DAILY SCENE IN CENTRAL STREET.

race track in New Jersey, at the Three Counties' Fair in 1893, witnessed a speed of fifty miles an hour in an automobile. Henri Fournier, in a gasoline automobile on Ocean Parkway, Brooklyn, made a straightaway mile in 51 4-5 seconds, Nov. 16, 1901; Foxhall Keene made a record of 54 2-3 seconds over the same course, and A. C. Bostwick in 56 2-5 seconds. Sept. 24, 1902, Alexander Winton in Providence covered five miles in 5 minutes 29½ seconds, and at Cleveland, Sept. 16, 1902, covered ten miles in 10 minutes and 50 seconds; Fournier covered twenty miles at Fort Erie, Sept. 26, 1901, in 25 minutes and 25½ seconds, and Winton in Chicago in September, 1900, covered fifty miles in 1 hour 17 minutes 50 seconds. So much for early automobile records in France and America.

Here are the alltime standing automobile records: On a track, one mile, gasoline cars, machines over 1432 pounds —53 seconds—made by a 60 horse-power Peerless at Los Angeles, Dec. 21, 1904, also by a 100 horse-power Christie at New York, May 26, 1906; 881 to 1432 pound cars—one mile, 56⅖ seconds, made by a 24 horse-power Fiat at Empire City, Oct. 27, 1906; 551 to 881 pound cars—one mile, 55 seconds, made by a 20 horse-power Ford at New York, Nov. 8, 1904; steam cars, open to all—one mile, 57⅕ seconds, made by a Stanley 20 horse-power at Providence, Sept. 10, 1904.

Straightaway—gasoline, free for all—one mile, 33⅗ seconds, made by a 200 horse-power Daracq at Ormand, Fla., Jan. 26, 1906; steam car—one mile, 28⅕ seconds, made by a Stanley at Ormand, Fla., Jan. 26, 1906.

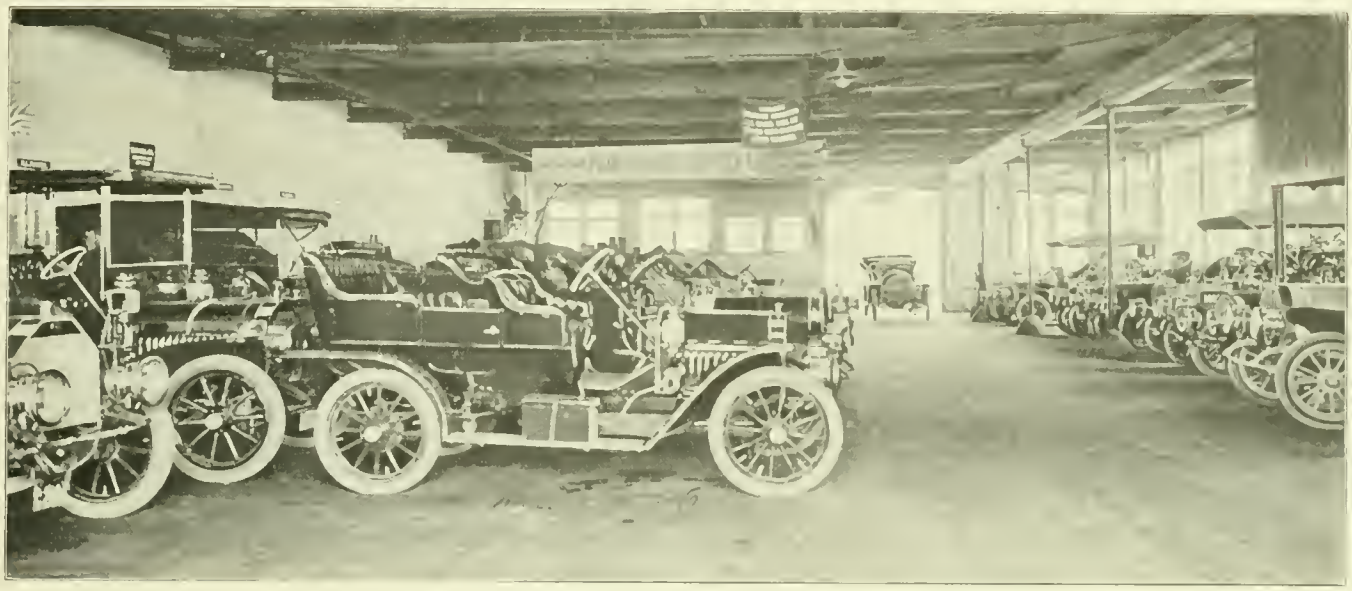
International automobile races for Vanderbilt cup—1904, won by Panhard car, with French team; 1905, won by Daracq car, with French team; 1906—29⅞0 mile course, 10 laps, on Long Island, Oct. 7, won by Daracq car, French driver, in 4:50.10. There was no race in 1907.

Worcester well remembers the endurance run of the Automobile Club of America in October, 1902, from New York to Boston and return. The speed was limited to fourteen miles an hour. There were seventy-five starters; sixty-eight completed the trip and seventeen scored

OLDSMOBILE AND CADILLAC IN READVILLE MEET—HENRY J. MURCH WINNING IN 1.15.

perfect records. This was the first time Worcester had ever seen the large touring car and what was then termed the "red devil." That test was of considerable interest to Worcester because C. H. Page, a Worcester boy, scored the most perfect record.

Soon after the organization of the Automobile Club of France, which followed the famous Paris-Rouen and the Paris-Bordeaux races, America dipped deep into auto-



INTERIOR VIEW OF PILOT GARAGE.

mobiling. There are at the present time about 275 makes of automobiles, of which less than fifty are foreign built. It is estimated that there are 150,000 automobiles in use in this country this year and that the output of the United States factories will exceed 25,000 cars. Massachusetts has a record of about 20,000 cars, of which 700 are in Worcester, and this number represents a local capital of nearly $1,500,000. New York state has about 30,000 cars registered. At the New York show in 1905 there were over 300 makes of cars, of which 275 were American makes. They ranged from 3½ to 60 horse-power and cost from $375 to $15,000. The rule is that a car costs about $100 per horse-power and $1 a pound. There are exceptions to this, but it is considered a fair rule. The exception is of a car from 16 to 18 horse-power, which can be bought for less than $1000. Of the cars now on the market—American and foreign—ninety-five per cent. are propelled by the gasoline explosive engine. The steamer is confined to an exceedingly limited number of makes. For high speed the American makers sell a 4 and 6 cylinder car, which of necessity are high priced, and for light touring the 2 and 4 cylinder car is satisfactory. One-third of the automobiles manufactured in the United States are sold in New England and 45,000 are owned east of the Hudson River.

The above is a brief review of the automobile from its infancy to its present condition of perfection.

Worcester had scarcely fifteen automobile owners when a movement was started for the organization of an automobile club. The prime movers were J. M. Bigelow, one of the early automobilists, and William J. H. Nourse. The organization was brought about in 1900, with Mr. Bigelow as the first President of the club. Meetings were held at his home, and the first Secretary was Mr. Nourse. The second President was Mr. George B. Cutting. Interest in the club died out for a time and in 1904 Mr. Asa Goddard and Mr. B. A. Robinson revived it. The city was canvassed for members, and with a membership fee fixed at $5, a sufficient number was secured to engage rooms at the Bay State House as permanent quarters. Mr. Goddard was elected President and Mr. H. J. Shiland Secretary. For two years the club had a room in the basement of the Bay State House, and the third year rooms on one of the upper floors were leased, when the club began to be an important factor in automobile life. Mr. Goddard served as President for one year and was succeeded by Mr. John P. Coghlin in 1905. There were about forty members when Mr. Coghlin assumed the presidency, and the income was sufficient to carry it along on an economical plan. The following year a suite of seven rooms was leased in the Chase building, 44 Front Street, and between $7000 and $8000 was expended in remodelling, fittings and furnishings. The membership fee was raised to $10; the annual dues were fixed at $10, and at the present time the club has a

WORCESTER MOTOR CAR COMPANY GARAGE.

membership of approximately 500, which represents persons either owners of automobiles or identified with automobile industry. Their quarters include two parlors, two dining rooms, a billiard room, serving room and kitchen, and a chef is employed throughout the year.

The club has taken an active interest in automobile matters, has conducted two of the most widely known advertised hill climbs in the country, and has entertained many automobile manufacturers, owners and officials since occupying its new quarters. A year ago the club employed an assistant secretary to look after the detail of the work, Mr. Robert M. Pratt, a newspaper writer, being secured for this office. The vacancy caused by his recent death has been filled by the election of Mr. Stillman F. Shaffer, who now has charge of the detail of the club business.

The rooms are among the most attractive in city club life, as the accompanying illustrations will show. The furnishings are exceptionally attractive; there is a large reading-room connected with the office section of the suite, and the members are kept in close touch with the doings in the automobile world. The recent election of officers resulted in the choice of Mr. John P. Coghlin as president for the fourth consecutive year. Mr. George E. Stimpson succeeds Mr. Frederick E. Frost as secretary, and Mr. Herbert P. Bagley succeeds William N. Stark as treasurer.

The club has occupied these rooms since November 1, 1906, and it is stated that the present year will see the indebtedness entirely wiped out, placing the club on an even basis, with as an attractive suite of rooms as can be found in New England.

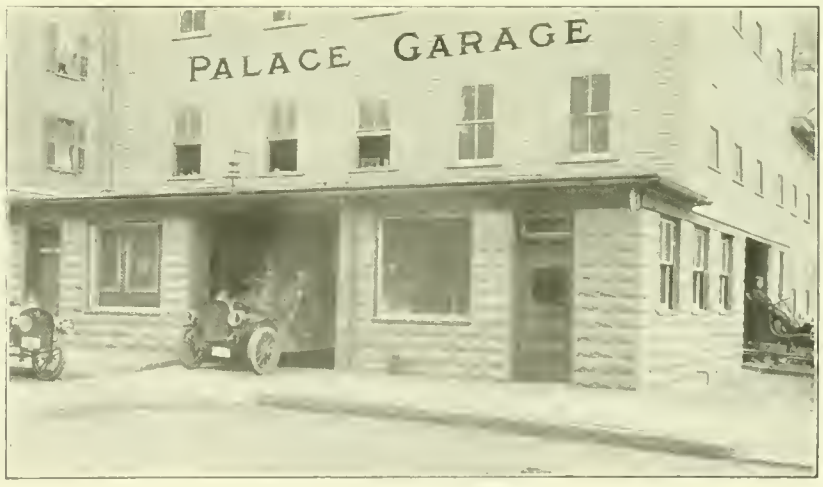
In another way Worcester has figured with special prominence in the automobile world. It is fortunate in having a course for hill-climbing contests which is without an equal. On two previous occasions it has brought together some of the fastest and most powerful cars made, of both American and foreign makes, and plans are already made for a third hill-climbing contest on June 6. "Dead Horse Hill," which is at the south end of Worcester, is a mile long, with one-fourth of a mile in Worcester and three-fourths in Leicester. It is especially adapted to a contest of this kind, having a rise of 864.2 feet in the mile course, and the contestant is given a running start down grade of about 200 feet. This year's contest will start at 10 o'clock in the morning and will be under the rules and with the sanction of the American Automobile Association. There is a list of fifteen events scheduled, open to all classes of machines, being sub-divided into amount of horse-power and cost of machines. One event is open to all makes of motorcycles, and one event is an amateur event, owners to drive, to be competed for the Worcester county championship trophy, which must be won three times in suc-

INTERIOR OF ALSTEN & GOULDING'S SUPPLY STORE—"RUBBER TIRE CORNER."

cession, and is now held by H. F. Granger. The first of these meets was May 25, 1905, at which there were twelve events, including the amateur championship of Worcester County for gasoline stock cars and was won by M. Percival Whittall, who drove a 24 horse-power, $3500 Pierce-Arrow machine, his time being 3 minutes 15 2-5 seconds. The event for steam cars was won by Stanley machines, the fastest time being 1.38, made by B. Holland in a 10 horse-power, $700 machine. The winners of other events are as follows: gasoline car, cost not to exceed $850, won by George H. Kimball in a Ford in 3.26 1-5; gasoline cars not to exceed $1250 in cost, H. L. Newton in an Elmore in 2.32 4-5; gasoline car not to cost more than $2000, won by Joe Downey in a Stoddard-Dayton in 3.5 1-5; gasoline car not to cost more than $3000, won by J. F. Duryea in a Stevens-Duryea in 2.14⅘; gasoline car not to cost more than $5000, won by John Snow in a Peerless in 1.43⅘; gasoline car not to cost more than $6000, won by George Soules in a Pope-Toledo in 1.46⅖; for cars weighing not to exceed 2204 lbs., won by S. B. Stevens in a Daimler (Mercedes) in 1.09; cars weighing not to exceed 1432 lbs., won by F. H. Marriott in a Stanley in 1.34⅖; cars weighing not to exceed 851 lbs., won by B. Holland in a Stanley in 1.24⅖; cars weighing over 2204 lbs., won by Eddie C. Bald in a Columbia in 1.49; event open to all makes of motor vehicles won by William L. Hilliard in a 60 horse-power, 2200 lbs. Napier in 1.12⅗.

INTERIOR OF FRANKLIN GARAGE AT FRANKLIN SQUARE

In the hill climb May 24, 1906, there were twenty-two events and the cup for the Worcester garage making the best record was awarded to the Pond Auto Station. The Worcester amateur championship cup was awarded to H. F. Granger. The cup offered by the New England Automobile Journal for the fastest amateur time, to be competed for three successive times, was awarded to Samuel B. Stevens of Rome, N. Y., who made a record of 1.24⅕ in a Daimler car. The cup awarded by the Pope Manufacturing Company for the fastest runabout event went to George H. Kimball. The fastest time of the meet was made by J. F. L. Baldwin in a Stanley car, with a record of 1.06⅕, and H. Ernest Rogers was second in a Stanley car in 1.13, both cars weighing not to exceed 1342 pounds. For cars not to exceed 2204 pounds the Stevens-Duryea won in 1.10 and the second prize went to William L. Hilliard in a Napier in 1.11. For cars over 2200 pounds A. L. Campbell won in a Darracq in 1.01⅗ and the second prize went to B. D. Gray in an English Daimler in 1.12. The open to-all event was won by A. L. Campbell in a Darracq in 1.02, and the second prize was won by S. H. Hancock in a Stevens-Duryea in 1.09⅗.



HERMON STREET GARAGE.

Detailed list of events for the hill climb, June 6:

1. Open to gasoline cars with 60.1 to 75 horse power, inclusive.

CHARLES E. HIDDEN.

2. Open to gasoline cars with 40.1 to 60 horse power, inclusive.
3. Open to gasoline cars with 24.1 to 40 horse power, inclusive.
4. Open to gasoline cars with 15.1 to 24 horse power, inclusive.
5. Open to gasoline cars with 15 horse power and under.
6. Open to all makes of motorcycle.
7. Free for all. Open to cars of all types and motive power.
8. Open to gasoline cars selling for $850 or less.
9. Amateur event. Owners to drive. Worcester County championship for trophy to be won three times in succession.
10. Open to gasoline cars selling from $851 to and including $1250.
11. Open to cars selling from $1250 to and including $2000.
12. Free for all. Gasoline stock cars only.
13. Open to cars selling from $2001 to and including $3000.
14. Open to cars selling from $3001 to and including $4000.
15. Open to cars selling from $4000 and over.

Events shall be open to stock cars only, except in events 6 and 7.

Entry fee is $25 for each car in each event, except in events 6 and 9, where the entry fee shall be $10.

Entries close Wednesday, June 3, 1908.

START AT DEAD HORSE HILL CLIMB

To review the list of automobile parts and machinery for the manufacture of automobiles is to review the varied industries of Worcester. There is probably no city in the country where such a variety of automobile appliances and accessories is made as in this city, and certainly no manufacturing centre turns out machinery for the making of automobiles of such a degree of excellence and perfection.

As identified with the industry the name of Wyman & Gordon Company suggests itself with unusual prominence, on account of the reputation of this widely known concern making drop forgings and particularly crank shafts. Lathes for the manufacture of automobile machinery are made by the F. E. Reed Company, on Gold Street, and the Robbins Machine Company at 42 Lagrange Street, and a variety of drills necessary to automobile manufacture are turned out by Prentice Bros. Company on Cambridge Street, and J. E. Snyder & Son on Dewey Street. The Whitcomb-Blaisdell Machine Tool Company also turn out a high grade lathe used in automobile machinery manufacture. The Morgan Spring Company naturally excel in automobile springs, which are one of their specialties, and which have been added to their output since the automobile business assumed such proportions. The Norton Grinding Company, the Heald Machine Company, and the W. H. Leland & Company make grinding machinery, which is necessary to the manufacture of automobiles, and grinding wheels of every description are turned out by the Norton Company, which is the largest establishment of this kind in the world, as will be seen by the view of their immense works in their advertisement on the inside of the back cover of this magazine. In the line of shapers Boynton & Plummer and the Stockbridge Machine Company are the principal manufacturers, and a variety of wrenches, which are absolutely necessary to the industry, are made by the Coes Wrench Company at Coes Square, the Lowell Wrench Company, 100 Exchange Street, and John E. Wakefield, 89 Exchange Street. The Bay State Stamping Company at 380 Chandler Street make a variety of oil cups. Gear cases, hub flanges, caps, ball bearings and other accessories are made by the Worcester Pressed Steel Company at Greendale. The Massachusetts Machine Shop, 100 Beacon Street, makes a specialty of grinding and finishing work, particularly crank shaft finishing, and the Boston Pressed Metal Company make specialties to order at their Union Street plant. The Critchley Machine Screw Company makes machine screws and specialties, as also do Reed & Prince Manufacturing Company, Anthony Screw Company, Reed & Curtis Machine Tool Company, and Worcester Machine Screw Company, and it is a recognized fact that 75% of the automobile chains in the country are turned out in Worcester, it being a specialty of the Baldwin Chain & Manufacturing Company. In addition to the manufacture of machinery, specialties, accessories and appliances, which makes the automobile manufacturers dependent upon Worcester, this city is an important center for supplies, including oils, soaps, greases, not omitting the most central supply house of all, Alsten & Goulding, which is established on Foster and Waldo Streets, known as the "Rubber Tire Corner." In oils, soaps, greases, and specialties in that line the White & Bagley Company, the

HENRY J. MURCH.

George S. Dixon Company, J. Russel Marble & Company, and the Pierce & Rice Oil Company lead. In another section of this Magazine will be found more extended mention of some of the leading manufacturers and supply houses which pay particular attention to the automobile trade.

There are represented in Worcester garages and agencies upward of twenty high grade automobiles, of both gasoline and steam propulsion. These garages are well distributed throughout the business section of the city, giving the visitor ample accommodation and convenience. In the immediate centre of the city is the Pilot Garage on Commercial Street, which sells the cars of the Pope Company, including the Pope-Hartford, Pope-Toledo and Pope-Tribune. This garage extends through from Commercial to Mercantile Streets, and was built especially for the company operating it, and is fitted with an up-to-date machine shop and testing room. Adjoining the Pilot Garage is the new garage of the Maxwell Motor Co., which is represented by J. O. Lindsley and Frank H. N. Lindsley, both of whom up to within the present month have been located on Mechanic and Mercantile Streets. In the immediate vicinity is the Norcross Automobile Company, which this season has devoted its entire energy in the interest of the Buick automobile, which, as is well known, is the largest automobile factory in this country. The garage on Pleasant Street, opposite Chestnut, in the rear of the First Universalist Church, is conducted by William Krafve and Frederick B. Williams, who have the agency for the Franklin and Oldsmobile. Mr. Krafve is well known on account of his early connection with the bicycle industry, and as a road salesman for the Cadillac, and later the Buick machines. There are few garages anywhere which compare with the Worcester, on account of the large amount of floor space and the machine shop and vulcanizing department. One of the oldest garages is that of John S. Harrington on Central Street, where is located the agency of the Stevens-Duryea and Thomas Flyer cars. Opposite the John S. Harrington Garage is the Harrington Garage, controlled by Sanford & Phelps, who are agents for the Corbin automobile, and in the same building are located Murch & Hidden, agents for the Peerless and Cadillac, both being experienced automobile men. Mr. Murch has taken part in some of the auto races, a picture in this article showing him winning a race in a Cadillac at Readville in 1.15. C. A. Harrington & Company, who have been located on Exchange Street, back of the Worcester Theatre, are agents for the widely known Stanley steam car, also the Columbia automobile, and the other steam car the White steamer is sold by George Stowe, whose garage is at 22 Commercial Street. The accompanying illustration shows the interior of the Franklin Square Garage, which occupies the building formerly occupied by the Learned-Newton Company in Allen Court. Extensive alterations have been made in the building to make it suitable for garage purposes and the equipment is planned for a thoroughly up-to-date garage, the new location being occupied December 1, 1907. The business was started under the name of the Pond Auto Station, December 1, 1905, at Plymouth and Assonet Streets and was carried on two years at that location. The change is on account of increased business which called for additional room. On account of the new location it was deemed advisable to change the name and Franklin Square was decided upon. The garage is central, one of the best equipped in the city and has a capacity for nearly one hundred cars. The first and second floors are used for storage and the entire top floor for repairing, where also are located a complete repair shop, vulcanizing plant, and overhauling and paint rooms. The two lower floors are of cement and well lighted. The walls and ceiling are of metal and the columns supporting the floors are of iron, making it a solid and fire-proof construction throughout. The cars handled are the Ford, Reo and Premier. The Palace Garage on Hermon Street is managed by T. Hanson, who has been in the business since 1904. He sells the Rambler automobile, and for a time was at 671 and 673 Main Street, in the Bellmar Block. He has a repair room, carries a full line of supplies, occupies two floors, and the garage has a capacity for thirty-five cars. The present Palace Automobile Station was built in 1907. Other agencies are W. J. Woods, who represents the Studebaker automobile, Eugene L. Caton, representing the Atlas; B. A. Lemont, representing the Elmore; the Dawson Machine Company, representing the Mitchell, and P. W. Wood, Jr., who represents the Holsman motor buggy, the only vehicle of its kind represented in the city, and the Curtiss motor cycle.

JOHN S. HARRINGTON

SCENE AT HILL CLIMB.

The above information, in connection with this general automobile article with illustrations, shows Worcester in a strong light as an important automobile centre. A majority of high grade cars are represented.

Grand Rapids' Public Schools—The Old and the New.

IT is now about two years since this city by charter amendment radically changed its method of conducting its public schools. The old way was the Ward system of electing trustees to constitute its Board of Education. It had been in operation for more than thirty years with but little change. With the growth of the city these wards had become twelve in number. Each ward was entitled to two trustees, one of which was to be elected each year. The Mayor of the city was ex-officio, also a member of the Board. Consequently the Board of Education consisted of twenty-five trustees. The election was held in August, apart from the regular charter election, each ward voting separately for its own candidates.

This Board thus constituted was so associated in the management of the schools with the Common Council as to be dependent upon it for the care and control of all school property, the selection of sites and the building of new schoolhouses, the raising and disbursement of money, the choice and control of janitors, and whatever beside involved the expenditure of money in any considerable quantity.

The evils of this method of working in these latter years were such as led at last to the change which has been effected. The causes of the revolution were many. Ward politics may be said to be the prime cause. Very few men were being elected, who were capable either as to education or executive ability. Many were of the class known as "peanut politicians," whose nomination was secured by very questionable means. In some wards the election was hotly contested and every known "political assistant," personal and material was brought into service. Instances are on record where, on the contrary a trustee was elected by twenty votes, without opposition in one of the best wards of the city, so indifferent had its residents become. The aim of those thus politically elected was that of furthering their own political ambitions in other directions, rather than serving to the best of their ability the public schools, though they had taken oath of office to that effect. The meetings of the Board thus constituted were often disgraceful in the highest degree, because of the bickerings and wranglings of its members with each other about matters personal to themselves rather than to the business in hand. As reported in the papers the good people of the city felt that the city itself was put to shame by such proceedings.

As a result of the election of trustees wholly unfit for the office they were chosen to fill, incompetent teachers, who had a "pull" were appointed in many instances, while those competent in every way, but without "influence," were compelled to take a back seat. Details of management were committed to a dozen or more committees, acting independently of each other, whose reports were pressed for adoption without any regard to their consistency with each other. Publishers of school books invaded the city in force and laid siege to the members of the committees having the decision of such matters, and upon other members of the Board, who were susceptible to influence. So great was the scandal in this direction that several respectable publishers would not have anything to do with the committee acting so disreputably. In the purchasing of sites and in the erection of new buildings, matters were so mixed because of the political ambitions of the members of the Common Council and the members of the Board of Education combined, that self-interest rather than the public good won its way. Janitors were appointed and kept in office by those whose private ends they served. Knowing who was behind them they dictated to principals rather than deferred to their wishes. The Superintendent was obliged to give so much of his time to harmonizing the factions of the Board and securing, as best he could, the approval of his recommendations, that he could not devote himself as he desired to the problems of school management.

Efforts were repeatedly made by those who had at heart the good of the schools, and the good name of the city as well, to secure the election of the men best fitted for the office of trustee, but with no lasting result. Things went from bad to worse, until the condition became intolerable. Public sentiment was aroused. A public meeting was called to consider and take such action as the situation seemed to demand. The changes in the charter deemed necessary were first laid before the Board of Education and the Common Council, for their approval, and their co-operation solicited in bringing them before the Legislature. That plan met with quick rebuff in both bodies.

At last the Board of Trade took up the matter. Through its agency the proposed changes were secured and a new Board of Education created. It consists of nine trustees elected from the city at large. Each one holds office for a term of three years. The nomination of a trustee is by petition signed by at least one hundred and fifty legal voters. The election, instead of being separate as heretofore, occurs at the same time as the charter election, which is on the first Tuesday in April. At the first election there were over forty candidates duly registered. The result was the election of nine excellent representative trustees in whom the people had perfect confidence from the outset.

These trustees were authorized by the charter to elect a President, Vice-president and Secretary, the latter not to be a member of the Board. The City Treasurer is, ex-officio, the Treasurer of the Board. The entire school property; the buying of sites and the building of schoolhouses; the election of other officers including janitors and of teachers of all grades; the making of the finan-

cial budget (which is the only matter that has to be submitted to the Common Council for approval),—in a word the entire management of the public schools from top to bottom is given into the hands of the Board of Education.

The charter prescribes that there shall be only two standing committees, the Business and the Education Committee, to which are committed respectively the Educational and the Business Departments. For the management of the former, a superintendent is chosen, who acts under the direction of the Education Committee, but is empowered to choose his own teachers, prescribe courses of study, have general oversight and direction of the schools as a whole in all matters pertaining to his department, under the advice and approval of his committee. A business manager has been chosen, to whom, under the advice and direction of his committee, all that pertains to the business management is given. He also is the Secretary of the Board. The Board is instructed and empowered by the charter to frame its rules and by-laws for its own government, and to prescribe all rules and regulations for the principals, teachers and janitors, with full authority to dismiss those found undesirable.

The new way has thus far proved itself to be all that its friends and supporters anticipated. Public confidence is restored. Good men are in office. Business is done in a business way. The Superintendent is able to devote all his time and energies to the duties of his office. Teachers are elected on their merits. "Pull" and "influence" are abolished. Friction arising from a divided responsibility between the Board and the Common Council is removed. The office of trustee is one of honor. Elections are clean. The men elected represent the citizens of the whole city instead of the ward politicians. Dealings with respectable firms in the purchase of books and supplies have been resumed in an open and honorable way. Expenses have been considerably reduced notwithstanding the rapid growth of the city with its increased demands. Long neglected improvements in buildings have been made. New courses of study have been introduced. Manual training is being exalted to its proper place as a branch in the school curriculum. Citizens are now coming to be proud of their public schools. They take deeper interest in their management than ever before. The gain of the new over the old is in every way very great. E. M.

April Trade Conditions

Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

THERE has been no evidence of increased activity or preparation for future business, in most lines, during the past month. Manufacturers are not disposed to operate more extensively; in fact, some curtailment of output is noted.

Retail trade among the larger stores appears to be fairly well maintained, although at the expense of the smaller merchants. The woolen industry is practically at a stand-still, many mills either being entirely closed down or operating with limited forces on short time, and during the last month three prominent concerns have suspended.

In the machine tool industry little or no demand is evident, some plants being shut down or materially curtailing their product. Corset manufacturers report more activity in their line than is noted in any other, and there is a fair demand for wire goods and specialties. Textile machinery is moving slowly, plants being operated on short time, and a quiet trade is experienced by manufacturers of muslin underwear. Collections are universally reported slow.

Failures for the month of April show a total of fourteen (14) with liabilities of $488,293, and assets of $140,950, compared with thirteen (13) for the month of April, last year, with liabilities of $298,591, and assets of $141,673.

Review of Current Events

In reviewing current events the Magazine endeavors to accurately record the principal happenings; to make a brief historical record.

April 1.—Norcross Brothers Co. awarded contract to build the new building for the International Bureau of American Republics at Washington, at a cost approximately of $750,000.

Harrison P. Eddy, formerly superintendent of sewers in Worcester, now a consulting engineer in Boston, declines position of superintendent of streets in Boston, offered by Mayor George A. Hibbard, at salary of $7500.

April 2.—Democratic City Committee arranges for caucuses to nominate delegates to Democratic National Convention, and thirty-one delegates are apportioned to Worcester.

The Temperance Crusaders, organized in 1894, who prayed in the saloons, holds annual meeting with Mrs. Mary Shekelton, 27 Chandler Street.

Worcester Continentals give first ladies' night at State Mutual Restaurant with dancing, card-playing and entertainment.

Worcester Consumptives' Home Association has annual meeting and elects Hon. Edward F. Fletcher president.

April 3.—Bancroft Chapter, D. R., entertains Groton Chapter at homes of Mrs. Francis H. Bigelow and Miss Angelyn Jefferds.

April 4.—Worcester Automobile Club decides on June 6 as date of annual hill climb.

Twentieth Century Club has meeting at State Mutual Restaurant, with discussion of the three-mill tax bill by Judge James R. Dunbar of Boston and Prof. F. W. Taussig of Harvard College.

April 5.—Rev. George H. Cheney preaches farewell sermon at Coral Street Methodist Church.

New England Branch of National Association of steam, hot water and power pipe fitters have semi-annual meeting and elect Charles L. O'Gara of Springfield president.

Rev. Axel Tjernlund resigns pastorate of Harlem Street Swedish Baptist Church.

April 6.—Mayor James Logan sends message to City Council recommending that department work be done in such lines as will provide work for the most men. Upon this recommendation loans were authorized for $75,000 for work which will give employment to idle men. These appointments were made by Mayor Logan: Sealer of Weights and Measures, Paul E. Holmberg, to succeed John Clasen; Deputy Sealers, Charles H. Moss and Charles Ross, to succeed themselves; member of the Parks Commission for five years, Edwin P. Curtis, to succeed himself; Registrar of Voters, for three years, Richard Mathews, to succeed himself.

One hundred and twelfth session of the New England Conference of the Methodist Episcopal Church opens at Trinity Church, Bishop John W. Hamilton of Los Angeles, Cal., presiding.

Rev. George Burnham of Auburn dies at City Hospital, aged 86 years. He was born in Eastford, Conn., graduated from Wilbraham Academy, ordained a Methodist preacher in 1847, filled his first pastorate in Salem, Ct., and retired in 1874, his last pastorate being in Marlboro, Ct.

Massachusetts lumber dealers at Worcester Board of Trade rooms discuss parcels-post service, lumber insurance and mail order houses.

Albany library students visit Worcester Free Public Library and other Worcester libraries.

April 10.—Midnight fire destroys two three-tenement dwelling-houses owned by George A. Flagg in Boylston Center.

April 11.—Holy Cross loses first game of season to Princeton at Princeton, 10 to 1.

Charles A. Boyden, druggist, dies at Freeland Street home, from paralysis, aged 48 years.

Worcester County Beekeepers' Association has annual institute at Horticultural Hall, with W. D. Wright of New York, inspector of apiaries and bee diseases, as principal speaker.

Francis R. Marble, retired manufacturer of textile machinery,

BUILDING FOR INTERNATIONAL BUREAU OF AMERICAN REPUBLICS.
To be built in Washington by Norcross Brothers Co.

Downie D. Muir resigns as President of Merchants National Bank and is succeeded by Frank A. Drury, president of the Spencer National Bank and member of the banking firm of Drury & Bonney.

April 7.—Epworth League has anniversary in Trinity Church in connection with Methodist conference, with Bishop J. W. Hamilton presiding.

Rev. Shepherd Knapp of Brick Presbyterian Church, New York city, installed as pastor of Central Congregational Church, with sermon by Rev. William R. Richards of Brick Presbyterian Church of New York.

April 8.—First work on abolition of grade crossings started by city in excavating for water pipe at Cambridge Street.

Stillman L. Shaffer elected assistant secretary of Worcester Automobile Club to succeed Robert M. Pratt, deceased.

April 9.—Representative C. L. Underhill of Somerville, secretary of the New England Hardware Association, gives smoke talk before Worcester Merchants' Association at State Mutual Restaurant on "The Parcels-post Service."

brother of Hon. Edwin T. Marble, and formerly of Curtis & Marble, dies at Webster Street home, aged 74 years.

Worcester County School Superintendents' Club has monthly banquet at State Mutual Restaurant.

April 12.—Worcester team of New England Baseball League wins first game of season by defeating Providence, of Eastern League, at Rocky Point, 7 to 6.

Alderman and Mrs. Wilhelm Forsberg celebrate twenty-fifth wedding anniversary at Greenwood Street home.

Rev. Daniel F. McGillicuddy of St. Stephen's Church returns from trip through South America and Panama.

Hitchcock memorial rail, in memory of former pastor of Central Congregational Church, Rev. Albert Wellman Hitchcock, dedicated with sermon by Rev. Shepherd Knapp, and address by Mr. Sumner A. Kinsley, its designer.

April 13.—Meeting of citizens, called by Mayor Logan, organizes Chelsea Relief Fund and opens subscription with $820 pledged.

Holy Cross defeats Georgetown 3 to 2 in second game of season at Washington.

Methodists' New England Conference raises $4500 for Chelsea sufferers.

George H. Ward Post, G. A. R., observes forty-first anniversary with banquet at Association Hall. Hon. Alfred S. Roe, department commander Massachusetts Department, G. A. R., presented sword, belt and gold badge. Programme of speakers lasted until midnight.

April 14.—Attorney-general Dana Malone hands down decision that the clerk of Worcester Chief of Police is illegally appointed.

Worcester County Mechanics Association refuses to make extended alterations in Mechanics Hall entrance, and elects Representative Daniel E. Denny president.

Republicans of Third Massachusetts Congressional District elect Col. Samuel E. Winslow, Worcester, and Henry T. Whitin, Northbridge, delegates; and Leander F. Herrick, Worcester, and Joseph A. Dodge, Grafton, alternates, to Republican National Convention in Chicago, 51 to 42; Taft preference resolution refused adoption 48 to 42.

April 15.—Lillian O'Dowd, five years old, killed by falling from third-story piazza at 11 Prospect Street.

Worcester League of Unitarian Women holds annual meeting and elects Mrs. F. A. Bushee president.

April 16.—Tatnuck Congregational Church organized at Tatnuck Hall, with George S. Biven as acting pastor.

April 17.—Veteran Odd Fellows' Association of Worcester County, comprising men who have been connected with the order for twenty-five years, organized with 123 charter members. Hon. Alfred S. Pinkerton was elected President.

April 18.—Stephen Salisbury estate turned over to Worcester Art Museum, which will yield an annual income of $160,000.

Holy Cross College ball team finishes spring tour by defeating Seton Hall team at Jersey City, 1 to 0.

Worcester baseball team of New England League opens season at Boulevard Park by defeating Southbridge team 12 to 3.

Worcester Polytechnic Institute ball team opens its season in Springfield, and is defeated by Springfield Training School 9 to 8.

April 19.—Easter, with a variety of weather from sunshine to snow, observed by record attendance at all churches.

Rev. Dr. Frank Crane preaches at evening service at Union Church to Worcester County Commandery, Knights Templar.

April 20.—Holy Cross College ball team defeats Fordham 4 to 0 in opening game at college grounds.

Worcester team of New England Baseball League defeated by Providence and Jersey City in opening exhibition games at Boulevard Park.

Worcester Academy opens baseball season by defeating Worcester Polytechnic Institute 4 to 3.

Worcester Christian Endeavorers win banner for largest percentage of membership at county convention in Spencer.

Company G, old 6th Massachusetts Regiment, that marched through Baltimore in 1861, has annual reunion at Hotel Franklin and elects J. Stewart Brown president.

Worcester Continentals have open house, with patriotic address by Eben Francis Thompson.

April 21.—Report of Treasurer L. N. Kinnicutt of Worcester Art Museum shows Hon. Stephen Salisbury fund to amount to $2,738,000. This makes the museum fund $3,332,612.93, assuring an annual income of $157,000.

Sergeant George H. Hill promoted lieutenant and Patrolman William A. Condy sergeant of police by Mayor James Logan.

Deed transferring franchise of New England Railroad Company to New York, New Haven & Hartford Railroad Company in consideration of $27,500,000, largest ever filed at Worcester County Court House.

Worcester Board of Trade holds annual meeting, with annual reports presented and directors, membership committee, treasurer, auditor and clerk elected.

April 22.—Democrats have small caucuses and elect unpledged delegates to state and district convention to select delegates to attend the national convention at Denver.

New York Swedish Lutheran Conference opens annual session in Worcester, with President Gustaf Nelsenius presiding.

April 23.—The Worcester Vacant Lot Cultivation Society organizes with choice of H. H. Merriam as president; its purposes are to alleviate present distress among the unemployed of Worcester.

Frank H. Robson re-elected President of Young Men's Christian Association at adjourned annual meeting.

Hon. Jonathan C. French, former Worcester contractor, and first Mayor of Ocala, Fla., dies in latter city, aged 86 years.

April 24.—Bates College debating team scores most points in debate with Clark College team by taking affirmative on resolution, "That further material increases in the United States navy are desirable."

April 25.—Class of 1910 wins annual gymnasium exhibition at Worcester Academy.

Worcester Cricket Club opens season at Sutton Lane grounds, being defeated by English Social Club Eleven, 51 to 35.

April 26.—Rev. James F. McGillicuddy transferred from St. Stephen's Church to North Adams; Rev. Cornelius F. Donoghue transferred from St. John's Church to St. Charles Church, Pittsfield, and Rev. P. H. Boland transferred from St. Paul's Church to Church of the Holy Trinity, Greenfield, by Bishop Thomas D. Beaven.

Commanderies of eastern division of uniformed rank, Sons of St. George, hold military council in Worcester, and attend services at St. Matthew's Church.

Gov. James H. Higgins of Rhode Island gives lecture in Poli's Theatre for benefit of St. Joseph's Church in Stoneville.

April 27.—St. Casimir's and St. Anthony churches robbed; chalices and ciboria valued at $1000 taken.

License Commissioners grant eight liquor licenses to druggists, 42 being rejected.

Complimentary banquet given at Automobile Club to firemen and guests and Worcester Buff Association formed with Dr. R. M. Garfield president.

The Tatassit Canoe Club gives annual mess at Frohsinn Hall, with "The Lusitania Wins" as the stage attraction.

Lieut. Charles J. Deignan elected senior lieutenant Emmet Guards, 9th Regiment, M. V. M., to succeed Lieut. M. E. Hines, resigned.

Willie Grout Camp, S. of V., gives reception to officers of the Massachusetts division, Sons of Veterans, at 35 Pearl Street, with special guests of honor present.

April 28.—Worcester Board of Fire Underwriters hold annual meeting and elect George A. Park president.

April 30.—Worcester Board of Trade closes social season with a debate on the proposed merger of the New York, New Haven & Hartford and Boston & Maine Railroads in Washburn Hall, the debaters being Mr. T. E. Byrnes, first vice-president of the New York, New Haven & Hartford Railroad, favoring the merger and Mr. Louis D. Brandeis of Boston in opposing it.

For and Against the Merger.

THE proposed merger of the New York, New Haven & Hartford and the Boston & Maine railroads, the most important proposition now before the people of the Commonwealth of Massachusetts, was the subject of a debate before the members of Worcester Board of Trade at Washburn Hall on the night of Thursday, April 30.

MR. T. E. BYRNES.

Mr. T. E. Byrnes, first vice-president of the New York, New Haven & Hartford Railroad, presented the case of the New Haven road. In opposition to the merger was Mr. Louis D. Brandeis of Boston. President George F. Booth of the Board of Trade presided at the debate, stating the object of the debate and the conditions under which it would be conducted, viz.: that each speaker would be allowed forty-five minutes to make his general statement and fifteen minutes in which to reply to his opponent.

The time, however, was extended from five to ten minutes in each instance, making the debate two hours and a half in length, during which time nearly every man in the hall gave his closest attention. It was the most important debate the Board of Trade has ever arranged and a fitting close to a season of instruction on important subjects that have been presented to the people through the efforts of the Board. Owing to the length of the arguments and the rebuttal, the Magazine herewith prints the salient features of the two arguments:

Vice-president Byrnes—There is not a single railroad in New England that is important in the country's business. The railroad world is divided into zones. Those west of the Hudson bring the crops and products of the West and the New Haven distributes them in southern New England. The Boston & Maine is the distributing agent to the North. Last year, after refusing to take one-third of the Boston & Maine stock, we did finally buy it, after being convinced that it would be sold outside of New England if we did not get it. New Haven bought it, not because we wanted it, but because if it was sold outside it would take but a few years to sap the very life of the New England States. Then I advocated the purchase of 110,000 shares of stock. The State passed a law known as the Cole Bill, prohibiting us from using that stock for two years. That is the situation now, and many want the time extended for longer than two years, while others want the more drastic action of compelling us to part with the stock we hold.

Worcester and most places in New England prosper by the skill of their workmen. Geographically we are unfavorably located. Those living outside, in the South and West, do not have to pay the heavy tariff on the raw materials. Unless you have a railroad which can bring the raw materials here at the lowest possible cost, you can't fight these unequal conditions. The economist says you can't anyway, that business, like force, follows the line of least resistance. But we believe that a New England railroad can greatly retard the progress of the inevitable.

Of the New Haven stock 29 per cent. is owned in New York, and the rest in New England. There are held in Massachusetts two-thirds of all its securities.

If you don't want the New Haven to control all your roads, consider how you would like to have the control in Chicago. If the Boston & Maine goes West, the New Haven must. That is merely an economic condition. The long haul is what we want. If the road to the North can take freight from Springfield and other points touched by the Boston & Maine direct to the West, the New Haven must arrange to do the same.

The question is not whether the New Haven shall be allowed to retain their stock in the Boston & Maine, but must they sell and go in the same direction themselves? If you force us to sell, we will give it to the best buyer. If you want to keep it a Massachusetts corporation, why don't you buy stock and keep it? That will suit us.

With government supervision, freight rates will be fixed solely according to distance. What show would New England manufacturers stand under that arrangement? Yet you must compete with that condition. Perhaps I am asking too much when I ask you to let us fight for you. Our management is not controlled in New York. Mr. Mellen is trying to solve this problem for you.

We plan to connect all our own differential routes to the South, steamship lines and all connections with the great trunk lines, with the points on the Boston & Maine system. That ought to carry the question alone.

You pay handsome switching charges to have freight hauled from North to South Worcester. Would they be worth saving? My friend says, "You would have a monopoly." You ought not to fear that. The power of the State is sufficient to take care of this. That is not the question. The real question is, "Shall they remain New England roads or go to outsiders?" I am not particular how you do it nor when you do it. Put anybody you want at the head. Make New England the most progressive manufacturing part of the country.

LOUIS D. BRANDEIS.

Mr. Brandeis—Last May a few officials of the New Haven Company, a few distinguished financiers in New York, with the aid of Boston bankers, undertook to decide

that the monopoly of all the transportation in Massachusetts and northern New England should be committed to the New Haven road, not only without asking the Legislature, but without even acquainting the people of Massachusetts with the plan. They not only bought practically a controlling interest in the stock, but violated the provisions of a statute of twenty-five years ago, which said that no road should buy the stock of another without the permission of the Legislature.

The deal was carefully planned, and the move was made long before Mr. Byrnes claims to have known anything about it. A good share of the Boston & Maine stock acquired by the New Haven road came from high officials of the Standard Oil and American Express companies. The President of the Pennsylvania Railroad and J. P. Morgan and William Rockefeller, who control the New York Central, are on the New Haven board. There are other evidences that these trunk lines are not so foreign to the New Haven railroad as Mr. Byrnes thinks.

I look through the Interstate Commerce Commission reports and find reason to think that the New Haven and the Pennsylvania have joined hands to kill competition. Through the efforts of the New Haven road the Enterprise Steamship Company, the only competing boat line to New York, was forced into the hands of a receiver.

If we are to judge the future, I think we had best examine the present and the past. The average rate per ton mile on the New Haven is $1.43 and on the Boston & Maine it is $1.08. There is no doubt a larger percentage of low grade freight carried by the Boston & Maine Railroad and the New Haven people say that is the reason, but you will find that is not all the question. The New Haven shows a tendency to fix the rates high and hold them up.

In rebuttal Mr. Byrnes accused Mr. Brandeis of avoiding the question and replied to his arguments very pointedly. He said the New Haven wanted the question settled as to whether or not they should keep the stock they have. Mr. Byrnes said all the Standard Oil interests did not hold 10,000 shares of New Haven stock and that the directors themselves did not control directly or indirectly 10 per cent. The Pennsylvania road holds just 10,000 shares. Mr. Byrnes offered to reduce every freight tariff on the New Haven which is above the Boston & Maine rates if they might advance the rates which are lower than the Boston & Maine, and said more money could be made under that policy. Mr. Brandeis then said he had a solution to offer if Mr. Byrnes wanted him to come to the question and recommend that the New Haven be compelled to give up their Boston & Maine holdings for a fair compensation and that the stock be turned over to a Massachusetts corporation which should be bound by law to protect the State.

Mr. Byrnes interrupted the speaker to say that such an arrangement would be entirely satisfactory to the New Haven people.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers

President, George F. Booth. *Vice-President*, George F. Brooks.
Secretary, Herbert M. Sawyer. *Treasurer*, Samuel D. Spurr.

Directors.

Clinton S. Marshall,	Herbert H. Fairbanks,	William Woodward,
Charles L. Gates,	George F. Booth,	Irving E. Comins,
J. Russel Marble,	Thomas T. Booth,	George F. Brooks,
F. S. Blanchard,	William Forsberg,	Clarence W. Hobbs,
Winthrop Hammond,	John W. Higgins,	Charles T. Tatman,
Edward J. Cross,	Victor E. Edwards,	Arthur O. Young,
John J. Power,	Dr. Thomas Howell.	

Clerk of the Corporation, William H. Sanford. *Auditor*, H. Ward Bates.

Chairmen of Committees.

Advisory—Rufus B. Fowler. Membership—Louis H. Buckley. Ways and Means—George T. Dewey. Manufactures—Clarence W. Hobbs. Meetings and Receptions—William A. Lytle. Mercantile Affairs—Winthrop Hammond. Transportation and Railroads—J. Russel Marble. New Enterprises—George F. Brooks. Municipal Affairs—Charles T. Tatman. Taxation and Insurance—John J. Power. Foreign Trade—Victor E. Edwards. Statistics and Information—F. S. Blanchard. Arbitration—Edward J. Cross. Legislation—George T. Dewey. Publication—Rufus B. Fowler. Education—J. Russel Marble.

Board of Trade and Industrial Notes

The annual meeting of Worcester Board of Trade took place in Board of Trade rooms on the evening of Tuesday, April 21. The annual reports of the President, Secretary, Treasurer, and chairmen of the various committees were read and ordered placed on file. In the absence of William H. Sanford, clerk, the meeting elected H. M. Sawyer, clerk pro tem.

There were elected five directors for a term of four years, the following being chosen: Charles T. Tatman, Clinton S. Marshall, Charles L. Gates, Herbert H. Fairbanks and William Woodward.

The membership committee elected is made up of Louis H. Buckley, chairman, Gustaf A. Berg, Byron M. Bennett, Mark F. Cosgrove and E. Bruce Dunn.

Other officers elected are: Treasurer, Samuel D. Spurr; Auditor, H. Ward Bates; Clerk, William H. Sanford.

The reports of the President, Secretary and Treasurer are substantially as follows:

President George F. Booth's Report.

In reviewing the year's work of the Board, it is manifest that the interest of its members and that of the city of Worcester have been well conserved. The year has been one of a good deal of activity over many matters, some of them relatively small in themselves, but important in the general result of the betterment of our business and municipal conditions, for which we are ever striving and for which object this Board of Trade exists. There has been no great problem affecting the entire city that we have had to grapple with this year.

The brunt of the activities, so far as its effect on the Board of Trade and the city, has been by the Committee on Railroads. The efficient chairman of that committee, Mr. J. Russel Marble, has been so active in the interest of proper freight and passenger service for Worcester, and has made himself so felt at the headquarters in the railroad offices, it is interesting to note that while at one time Worcester received scant courtesy from any of the railroad, now when one of our local papers published a report recently of the curtailment in expenses that would cut off certain employees, which would result in a backward step, the Board was immediately notified from headquarters, before information was asked on our part, that the report was untrue. It is but fair to say that the best of feeling now exists between

this Board and the railroad officials, and we feel that they are willing to do anything in reason to meet our wishes.

The committee succeeded in having a new train put on between Worcester and Boston, leaving Worcester at 12 o'clock, which has been a great accommodation to our people, and it also was responsible for the re-establishing of the 9.15 train for Boston, which had been cut off and against which the Board received many protests of citizens generally.

I wish to commend the Committee on Membership. They have taken up with intelligent system the matter of increasing the Board's membership, and with the plan now being used and with some ideas I have on the problem, but which we have not yet put in operation, and with which I shall acquaint my successor, there is no reason why the membership cannot be increased by a net of 100 during the coming year. As it is, this committee has added sixty-seven new members, which, with deaths and resignations, leaves a net gain of twenty-three, whereas last year we suffered a loss of twenty-one.

The matter of the Worcester Magazine, the official publication of the Board, has been one on which the Committee on Publications and your President have spent much time and thought. The Magazine had proved to be a distinct advantage to the Board and of general usefulness to the city, but for various reasons it was apparent that its vitality was not as strong as it should be and its hold on the members and its readers and advertisers was not entirely satisfactory to those in whose charge it was, so the form of the Magazine was changed, its scope much broadened, and a larger, much more expensive and more fully illustrated publication was issued. This was started with the January number, and the response to the effort of your committee has been such that to-day the Magazine is on a paying basis. It is the hope of myself and the committee that the Magazine may be made to pay a fair profit so that we may be enabled to obtain from able writers articles on matters of interest to us as a Board and to the city, which we can only secure by paying those competent to treat the subject a fair compensation. All the overplus received from the publication, beyond its cost of maintenance, it is intended shall be put back into it, to increase its efficiency and its merit. I bespeak from the members of this Board and from the business interests of Worcester a generous treatment of and interest in this publication.

There has been a greater degree of getting together of the members through the various meetings, that have been provided this year, than ever before. On the occasion of each of these meetings the hall has been taxed beyond its capacity, something which has not happened before, and which shows a more lively interest in the Board and its work. Two of the meetings were particularly timely and of live current interest to this city, one on the question of a trolley freight service, and the other on the financial situation. There is no doubt but that through these discussions a more clear idea was obtained by our members on these vital topics than they previously had.

The annual banquet was a splendid success and was attended by a greater number than any other with one exception. Taking into consideration those in the gallery, a larger number were at this banquet than ever before.

During the year the rooms of the Board have been renovated and refurnished. Heretofore they have been rather shabby and not in keeping with the dignity of a body of the importance and prominence of this one, but now they are business-like, ready for business and more work is done in them.

The Board of Trade is the great central cleaning house for the multiplicity of things which ought to be done, which the interest of the city and its business men require should be done, but which it is no one's particular business to do. These things the Board of Trade does and is daily doing through its Secretary and its organization. The rooms of the Board are being used more and more as a meeting place for associations of semi-public nature, and we are glad to extend to these bodies every courtesy and help in their work. To show just how much we do in this direction I would say that the rooms of this Board have been used during the year for various meetings, about 150 times. The Board has interested itself in various matters before the Congress, the Legislature and City Government, and it sent delegates to the Civic Federation Convention at Chicago, at which were present some of the greatest minds in this country, all interested in solving some of the great problems that have to do with our national welfare.

The matter of street congestion and its solution is one in which this Board should take a prominent and live interest. The Mayor has appointed a commission to work out this problem, and this Board should have a committee whose special business it should be to watch this work and assist that commission in any way that may present. It is a matter of satisfaction to me, and I wish it to go on record so that the Board may have its due credit, that this commission was made possible by the work of James H. Mellen, Thomas J. Sawyer and myself as President of this Board.

One of the things that I have been particularly interested in has been the question of an industrial fair for Worcester, that would show our manufactured products and which would be an annual event. I believe this would be of immeasurable good to our industrial concerns and a tremendous advertisement for this city. The matter has been discussed with some of the leading men of the city, but one of the chief difficulties seemed to be in the question of land and location. The Worcester Agricultural Society has come forward with a plan to make such an exhibit a part of their annual fair, and the Board of Trade is assisting them to this end. They have received enough assurances from our members that they will make an exhibit at this fair to warrant them in erecting a building built expressly for exhibition purposes of this kind, and that building I understand will now be built. As a starter for what I have in mind, I believe this movement should be encouraged, and I feel that if properly supported by our manufacturing interests, it will be but the start of a great annual industrial exhibit which will be of immense interest and advantage. I trust this Board will assist the Agricultural Society in this matter in every way possible.

It is my sad duty to note the death of the following members who passed from this life during the year: Horace O. Hudson, Horace Hobbs, Horace M. Waite, Eugene M. Moriarty, John E. Day, George H. Cutting, Samuel Mawhinney, Charles M. Smith, Edward D. Thayer, Jr., James T. Roche, Charles S. Chapin. Everyone of these men had been useful and able citizens, and among them are those who were in the foremost rank of the men we look to as leaders. We feel their loss deeply, but are in part consoled by the realization that we have so many bright young men of promise who are forging to the front in our industrial, professional and municipal life.

I wish to express appreciation of the loyal support and work of the Board of Directors, the Treasurer, the various committees, and especially the chairmen of the committees and the office force who have faithfully and without stint given of their ability and time to your interest and of the city.

The Board is in a healthful condition, both as to the interest of its members and as to its finances and its business affairs. I believe there is a better feeling generally about the usefulness of the organization to the city than ever before. I have believed that the Board should keep what it is doing and what it does prominently before the public, for in no other way can a general interest be had in its work, nor can its work be appreciated if it is not generally known, and to this end we have had a greater degree of publicity this year than formerly. I want to personally thank the newspapers of this city, their editors, the reporters who have covered the Board of Trade news, for their generous treatment of us and our affairs. They have contributed not a

little to the present general feeling which exists as to the usefulness of this body.

The Board of Trade is the greatest organization for the good of the city we have. Its sole aim is the welfare of Worcester, business, social, municipal. The work this board has accomplished for the benefit of Worcester and its citizens and business men is great. I shall not attempt to enumerate the things it has done; it would take too long to do so, even in part. We have critics of this board, and I suppose no Board of Trade in any city ever did its splendid work for the good of the whole city which has escaped that criticism. Those who ask now and then what the Board of Trade does, would be ashamed of their question if they would but interest themselves and thus find out how much the Board had accomplished. We have some 550 members; there should be 500 more men in Worcester who feel it their duty as a matter of civic pride to be members of this organization.

The Board of Trade was organized in 1875, and after some years fell into a state of inactivity, which made its work perfunctory, and so it practically ceased to exist, but in 1891, the need of an active Board of Trade which should be a general cleaning house for looking after the development and interest of the city became so pressing that such men as Joseph H. Walker, C. H. Hutchins and others of the great men of Worcester reorganized it, vitalized it, put new life into it. Worcester had a population then of less than 85,000. To-day we have nearly 150,000, the city being 75 per cent. larger than it was then, and on the curve of growth of population, the mathematicians who are experts in such matters figure it that we will in twenty years have a population of about 250,000. In other words, we are to-day nearly double the population we were when the Board of Trade was organized into its present state of activity and usefulness, and in the short look ahead of only twenty years we will, on the estimate that has been made, be three times as great in population as we were in 1891.

If the necessity of the Board of Trade was felt to be so great then, how much more is it needed now and will be needed to do its share in the gradual upbuilding of the city which is going on every year? I need not remind you that Worcester is an inland city; it is not on any water way, it has no barge commerce. Our greatest prosperity comes through our manufacturers, and yet these manufacturing concerns must bring their coal and their raw material here to Worcester by rail and must ship their finished product out from Worcester by rail. This is not, as you are well aware, the least expensive mode of freight transportation. To overcome this lack of water ways commerce and this disadvantage of location from a manufacturing standpoint, it is essential that every other advantage that we have or can have be properly looked after and maintained, and it is the business of this Board to keep this ever in mind. One of the most important factors that has attracted manufacturers to Worcester and has contributed to their growth and their upbuilding is the mechanics of this city. Worcester has the best class and the most expert machanics and skilled workmen of any city in the world. To these men, as much as to the manufacturers, does Worcester owe her growth and her prosperity. We never will reach the 250,000 mark in population unless the interests of the manufacturer and the mechanic are considered and conserved. The Board of Trade is doing all in its power to this end. It is seeing that we have good railroad accommodation; it interests itself in the cause of good government, it takes an active part in all the great civic problems that come before us, and Worcester is immeasurably a bigger and more prosperous city because of the work this Board has done, is still doing and will continue to do. This organization should have the enthusiastic support of every man who does business in Worcester, or who lives in Worcester and has interest here. Its one object, as I have said, is the welfare of Worcester, business, social and municipal. It works and it strives to make every one realize that it is a good city to do business in and a good city to live in.

Secretary H. M. Sawyer's Report.

From a business standpoint conditions are not such as we would wish, either in manufacturing or mercantile lines, but it is of some satisfaction to know that Worcester, the least of any large city, feels the effects of a business depression such as is now on. Being a machine-making city, the manufacturers of goods in those lines naturally feel keenly curtailment which has been prosecuted throughout the country within the last three or four months. We have, however, the cheering word of confidence from the leaders of machine-making industries, and the condition is not such that a feeling of general discouragement should obtain. Along mercantile lines the complaints have not been so general, and it is a fact that Worcester has been the least complaining of all medium sized cities. The trading season, which reaches the climax about this season of the year, has been much more profitable than was anticipated a month ago, and only within the past few days has the public announcement been made that Worcester dealers had the largest Easter trade ever known. These facts are all encouraging and speak well for a city which has within its borders 30,000 men who are dependent upon day wage for their existence, and it is from this class of people that the dealers must look for their great bulk of business. This fact impresses one of the rapid growth of Worcester and the improved facilities of transportation which exist. It also shows that in the race for business Worcester has set a pace which its neighboring sisters apparently do not swiftly follow. It is evident that Worcester is getting the business from the outside towns, and the Board of Trade and kindred organizations, now that they have this condition well under hand, should not allow the tight rein to loosen in their grasp, but should strive the harder to bring to this city the business that may easily drift in other directions. The local transportation problems, express facilities, and local municipal conditions, all should be regulated so far as is possible by this organization, to keep Worcester sufficiently attractive to draw this trade that it needs and must have, to keep pace with the New England cities in progress and development. It is said, and it is presumed truthfully, that Worcester's commercial advance has been more rapid the past year than any year in its history, which proves that people from the surrounding towns have made their choice of this city as their trading center.

Although your President has touched upon the subject and a committee report has gone into its detail with considerable care, the Secretary desires to lay particular stress upon the feature of the Board of Trade work, which is bound to be extremely beneficial. It is the publication end of the organization. Within the past three years every commercial organization in the United States, of any prominence, has devoted considerable of its money and energy to advertising and circulation of mediums by magazines, booklets or folders used for advertising purposes. To advertise the city which it represents is the chief aim of the organizations. It was nearly eight years ago that Worcester began its advertising campaign through its Board of Trade. This organization was the first and only commercial body to publish a magazine in strictly magazine form, and during these years every commercial organization, many libraries, the chief trade centers have received regularly a copy of the Worcester Magazine. Besides giving the outside world "facts from Worcester," from which great returns have been experienced, the publishing of this Magazine has been a source of considerable revenue to the Board, which has been used in other lines of advertising. The revenue from this publication, during the past four years, has netted this organization upwards of $3000. But the Board of Trade has outgrown the smaller magazine, which so long carried the message from Worcester to other cities, and to further advertise Worcester and exploit its varied industries, advantages and municipal life,

the Board has seen fit to go into a more elaborate proposition of advertising, more expensive to be sure, but far more beneficial in the mind of your Secretary. It has taken up what is to-day the most attractive form, an illustrated magazine. It seeks to present to the people of the country and to the buyers in the European centers Worcester in picture form. Illustrated advertising is to-day the acme of all forms of advertising, and in this respect Worcester easily leads all commercial organizations. There are letters on file in the Secretary's office acknowledging that the new Magazine is the most attractive published by any commercial organization. It is realized that to give the public this Magazine, the manufacturer, who really reaps the benefit, must co-operate with the Board of Trade. The Secretary is not unmindful of the liberal response from this source that has been given the publication in the past, and believing that the Magazine in its present form and along the lines decided upon several months ago, will bring to this city much business from outside, urges co-operation in its publication from the business men with a feeling of certainty that not only will returns come to these producers, but Worcester will gain a more far-reaching reputation as a manufacturing city than from any other source. This, it is believed by your Secretary, is a work which the Board of Trade should do and which is a material feature of its several duties. To illustrate the importance of magazine advertising by commercial organization, it is only necessary to state that out of a series of twenty letters received from commercial organizations in this country and Canada, fifteen place publicity work and municipal development as two of the primary features of their efforts, which, if true, places the Worcester Board of Trade on a footing ahead of a majority of these public service bodies.

In making a brief review of industrial and commercial conditions it is not possible to obtain any definite up-to-date figures. The mercantile agencies show locally that the increase in trade in Worcester in 1907 was from 10 to 25 per cent. larger than 1906, which was regarded a banner year. The latest report of the Bureau of Statistics and Labor of Massachusetts, show the comparisons of manufactures in 1906 as compared with 1905. This shows a decided increase during 1906. Worcester showed an increase of goods manufactured of $11,000,000, more than 20 per cent., slightly behind Lynn in manufactured product, although of entirely different line, but an increase over Lynn of 3 per cent. It also shows that Worcester pays 22 per cent. of the value of its product in wages, amounting to nearly $15,000,000 per year, which is more than one-half the amount paid in the city of Boston, where the value of manufactured product is $151,000,000, more than twice that of Worcester, and is a larger amount in wages than either Fall River, Lawrence, Lowell or Lynn, all of which pay out more than $10,000,000.

There have been added a few new names to Worcester's industries during the year, partly through the efforts of the Board of Trade, partly through the efforts of a private nature, but all by reason of Worcester's well-known and much-advertised advantages, showing that this city is a magnet for new, sound, healthy business enterprise, which is fostered in very sound, healthy and legitimate manner by this organization and by the people of the city. This organization should and does take active interest in every movement of social character, of an economic character, and every problem of municipal nature, which should find under the roof tree of the Board of Trade a common platform for full and free discussion.

The Secretary desires also at this time to bring up his suggestion of four years ago of an industrial fair. At that time a recommendation was made that Worcester should, in the near future, have an industrial exposition on an elaborate plan, as it was believed that Worcester was the most prominent inland manufacturing city in the country, and on account of its wonderful diversity of interests, a fair of this description would attract to the city many visitors, for the making of machinery as could be here shown would be an exhibition that no other city could give. The spark that was kindled at that time has slowly fanned itself into a little flame and some satisfaction is now experienced by the probable beginning of this project. Through the efforts of the Board of Trade, with allied interests, the Agricultural Society intends to give in connection with their annual fair an industrial exhibit, for which it will be necessary to erect a building. The desired co-operation of manufacturers and merchants has been so manifest that the society feels warranted in going ahead with their plan of an industrial show.

Treasurer Samuel D. Spurr's Report.

PERIOD FROM APRIL 1, 1907, TO APRIL 15, 1908.

RECEIPTS.

For dues,	$5,340 00	
For Magazine,	3,956 93	
For rents,	556 34	
For banquet, 1907,	166 00	
For banquet, 1908,	170 00	
Mid-winter banquet,	75	
Interest,	216 97	
		$9,506 99
Balance April 1, 1907,		5,861 23
		$15,368 22

EXPENDITURES.

For rent,	$1,125 00	
For salaries,	2,567 50	
For Magazine,	2,010 71	
For Magazine subscriptions,	242 50	
For business incidentals,	458 41	
For postage,	342 00	
For stationery and printing,	52 38	
For smoke talks,	228 50	
For telephone,	93 16	
For gas,	44 69	
For Glee Club,	83 15	
For furniture,	529 27	
For banquet, 1907,	1,484 48	
For banquet, 1908,	1,296 90	
		$10,558 65
Balance April 15, 1908,		4,809 57*
		$15,368 22

Worcester National Bank,	$940 57
Worc. Mech. Sav. Bank,	1,222 18
Worc. Co. Institution for Sav.,	1,201 90
People's Savings Bank,	897 04
Worc. Five Cents Sav. Bank,	547 88
	$4,809 57*

The report of the Committee on Transportation was submitted by J. Russel Marble, chairman, and dealt with the various activities of the committee in that direction. Mr. George F. Brooks, chairman, reported for the Committee on New Enterprises, reviewing the year's work. Hon. William A. Lytle reported for the Delegates to the State Board of Trade, also the Committee on Meetings and Receptions, which had to do with the various smoke-talks and banquet. Report for the Committee on Education was made by Mr. J. Russel Marble, chairman, and Mr. Charles T. Tatman reported for the Committee on Municipal Affairs. The report of the Committee on Membership was made by Mr. Louis H. Buckley, chairman, who gave the following figures: number of members, April 16, 1907, 523; added during the year 67, making a total of 590; losses by death, 11; resignations 33, leaving present membership, 546; net gain for the year, 23.

A New "Sure Seal" System of Steam Heating.

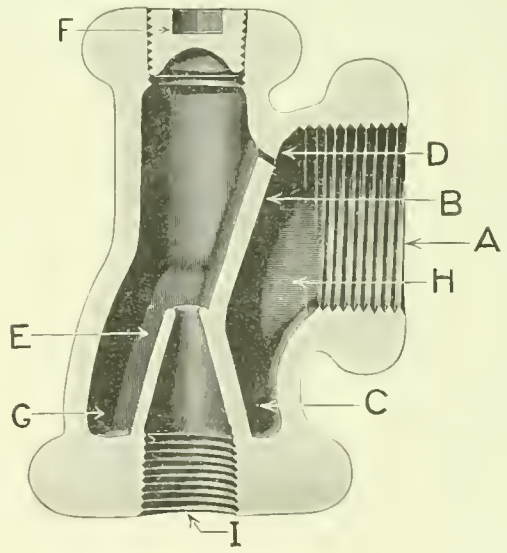
Among the enterprising business concerns of Worcester, few have shown greater ability to increase their business to large proportions in a few years than the Central Supply Company, which is located on Foster Street at the corner of Commercial. The rapid growth of this company dates from 1901, when the present management assumed control. They were then located on Waldo Street, but the business obtained by them compelled the seeking of larger quarters, and as a result the building now occupied by them was erected by them for the better care of their trade. The Central Supply building is one of the modern business blocks of our city, modest and neat in appearance, yet thoroughly and substantially constructed, with every modern convenience for the prompt care of their trade. While this company is the largest concern in its line in Massachusetts outside of Boston, its trade is not confined to a local market, as it branches to every section of New England for a market for its various specialties, and on its "sure seal" Vacuum System of steam heating has the world for its field of operations. The business is divided into departments, each handled by experienced heads; the general trade and purchasing is in charge of its General Manager, Mr. Benj. W. Clark; the steam and water heating department has Mr. Harry C. Robinson at its head, whose successful work in this line extends over many years. The water supply department, which covers a large field, from the sale or installation of a small hand pump to the engineering and installation of a public water service, is in charge of Mr. Earl Sexton.

The Central Supply Company has recently introduced a new vacuum system of steam heating which is meeting with wide success and giving the utmost satisfaction to those who have been fortunate enough to obtain installation the past season. Trial installations were made in various parts of the country the previous year to the actual placing of the system on the market, and a number of large plants were successfully changed from gravity and competitive vacuum systems to the "sure seal" system of vacuum steam heating with very gratifying results both to the contractor and to the owners. Among these are the Gardiner, Beardsell & Company, of Nashua N. H., who previous to this time had been using full boiler pressure on their heating system with very poor success. Since installing the "sure seal" system however, they state over their signature, "After our attention was called to the 'sure seal' system a contract was closed with Mr. Tillinghast promptly. None of our piping was changed except to attach 'sure seal' tees at proper places and hang the generator above our old tank and pump and make the proper connections."

Mr. Rogers of the A. Hankey Mfg. Company, Rochdale, Mass., was one of the first ones to contract for a "sure seal" installation, and as he states in one of his letters to a customer in Erie, Pa., he is now heating his plant by exhaust steam at absolutely no cost whatever. The Franklin Machine Company of Providence, R. I., made an installation for one of their tenants who had been using his dressers under full boiler pressure. The State Mutual Building of Worcester have recently installed the "sure seal" vacuum tees on ten of their isolated units and report very satisfactory results with same.

The Central Supply Company have at the present time numerous contracts throughout the country to remove vacuum systems of other makes and to install the "sure seal" system in their place. Among these are the Richardson Piano Case Company of Leominster. This system is thoroughly covered by patents in this and all foreign countries.

The main points of the "sure seal" system are: The steam and condensation are instantly separated at the moment of liquefaction of the steam, at the unit of heating surface, without the aid of any thermostatic valve, trap or complicated device whatever. This permits the condensation to return to the boiler or hot well at or near the boiling point. Another feature is that the necessary vacuum for maintaining the system is automatically made by the system itself without the aid of any pump or outside appliance of any kind. There is not any part of this system that can possibly need repairs.



"SURE SEAL" TEE—SECTIONAL VIEW.

A indicates inlet from radiator, coil or other receptacle which is to be drained.

B is a partition or wall which separates the fittings into two chambers, G and H, which communicate only through ports C at the bottom of tee.

D is the small air vent through B near top and is always above the flow of condensation.

E is the suction cone through which the air and waters of condensation are drawn by the suction of the pump or vacuum generator. This suction cone has a length which is equal to the height of the bottom of inlet A and is provided with a port at its top for the accommodation of the condensation.

F indicates clean-out opening; G, outlet or suction chamber; H, inlet chamber; I, return connection.

We will assume that the tee is connected at A with the radiator coil or other apparatus which is to be drained; the clean-out opening F is plugged; the return I is connected by the return pipe to the main return, which is in turn connected with vacuum generator in the basement. This vacuum generator automotically withdraws the air and condensation from the return, communicating with the radiator or coil through suction cone E, and through ports C at bottom of partition B and air port D exhausts the air from the radiator or coil, forming a vacuum into which the steam flows or rushes.

The condensation on entering the inlet chamber H encounters partition B, flows to the bottom, thence through ports C into outlet chamber G, where it accumulates until it overtops suction cone E and is then rapidly drawn through returns to generator, and is either discharged to hot well or wasted, as may be desired.

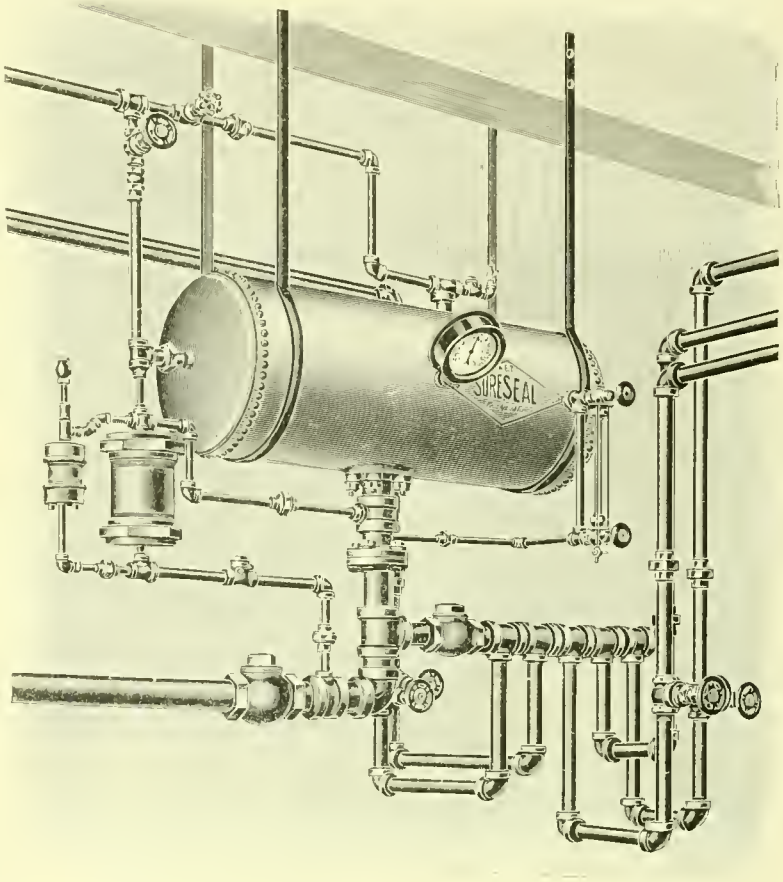
The suction cone E is of a length or height equal to the height of the bottom of inlet A, and constantly maintains a water seal of a depth corresponding with its length, effectually sealing ports C against the steam contained in radiator or coil, the air being kept at the same time entirely exhausted from the radiators or coils through small air vent D.

This water seal cannot be drawn from the fitting, either by a surplus of pressure on the inlet side, or by a heavy vacuum on the returns, owing to the fact that the suction or vacuum is communicated through suction cone E to the upper surface of the seal and communicates with the inlet chamber H through air port D in top of partition B, thereby placing the same tension on the seal in both chambers; an excess of pressure on the inlet side of the tee operates inversely by communicating with the outlet chamber G through air port D, thereby carrying the same pressure on the surface of the water seal in both chambers.

By examining the sectional cut it is very easily seen that no matter how extreme the vacuum or how high the steam pressure, it is absolutely and utterly impossible to force this body of water from the bottom of a "sure seal" tee and over the top of suction cone E. It is to be noted, however, that one drop of condensation flowing into the inlet chamber H instantaneously displaces a like volume in outlet chamber G, which is instantly drawn through suction cone E into the returns, thereby permitting the removal of the condensation from a radiator, coil, or other steam-heated receptacle at the instant of liquefaction, a feature of the utmost importance and one that has never before been accomplished.

In making installations the Central Supply Company eliminates the vacuum pump entirely and relies on its sure seal vacuum generator, which requires practically no steam to operate. Systems are now in operation where in starting they use nineteen cubic feet or 1-15 of 1 H. P. of steam at a pressure of five pounds above atmosphere to start a vacuum; after this it runs as long as steam is admittted to the main supply (either exhaust or reduced pressure) and accommodates itself to the constantly varying conditions without the admission of further steam. The generator will return the condensation at 211 degrees Fahr. on one and one-half inches of vacuum and, without any manual or mechanical manipulation, following the temperature of the returns inversely (i. e., should the radiation suddenly be exposed to a colder atmosphere causing a reduction in temperature and consequently reducing the temperature of the returns, the vacuum will increase until the heat is restored and the returns are of the original temperature). Frequently the vacuum runs up to 27, 28 and 29 inches and holds until the return water comes back hot enough to give up a vapor which reduces the vacuum to the point at which it is carried normally.

The key to saving is in supplying the steam at below atmosphere and in returning the condensation at or near the boiling point. The "sure seal" system does both and more. The key to this is in the fact that on low tension the system can and does remove the steam from the radiating surfaces at the moment of liquefaction and at the same time removes all air and non-conducting



"SURE SEAL" GENERATOR CONNECTED TO MULTIPLE RETURN.

gases, ensuring active contact between the radiating surface and the steam contained therein.

The "sure seal" vacuum heating system is equally economical and adaptable to the heating of factories, the heating of drying cans, slashers, kilns, and in fact all of the various steam-heated appliances connected with cotton mills, woolen mills, miscellaneous factories, pulp and paper mills, print works, bleacheries, etc., etc.

The "sure seal" department is under the expert management of Mr. Wallace E. Tillinghast, the inventor, who is an engineer of world-wide experience. The Central Supply Company is under the management of Walter Warren, president; Ira P. Smith, treasurer; Benj. W. Clark, secretary; F. D. Ward, cashier.

The Magazine this month presents reproduction of the building of the International Bureau of American Republicans, to be built in Washington by the Norcross Brothers Company of Worcester.

The new building will be unique, not only in Washington, but in all the world. It will serve as the international headquarters or offices in one national capital of twenty-one different American nations. The nearest approach to it will be the new Temple of Peace now being erected at The Hague. The cost of this Pan-American structure, when it is fully completed and ready for occupancy, will be nearly $1,000,000, of which Mr. Andrew Carnegie generously contributed $750,000, and the different American nations approximately $250,000. This imposing international building will stand on one of the most attractive and commanding sites of ground in the national capital, commonly known as the Van Ness Tract, which covers five acres, or about two hectares, facing the Presidential grounds, or White Lot, on the east, and Potomac Park on the south, at the corner of 17th and B Streets. This site is only two blocks below the Corcoran Art Gallery, next to the new building of the Daughters of the American Revolution, and within a short distance of the Washington Monument, both of which were built by Norcross Brothers Company.

The dimensions of the building will be approximately 160 by 160 feet, or 52 by 52 meters. The main portion will stand two stories above a high-studded basement, and will, in turn, be surmounted by dignified balustrades. The rear portion, in order to cover the capacious Assembly Hall, will rise still higher. It will be constructed throughout of steel and concrete with the effects of a Spanish stucco finish and with white marble steps, foundations and trimmings. The roofs will be of colored Spanish tile and the interior exposed portions will be decorated with polychrome terra cotta.

The general architecture will suggest Latin American treatment, out of respect to the fact that twenty out of the twenty-one American republics are of Latin origin, but it will possess such monumental characteristics as will make it harmonize with the general scheme for the improvement of Washington. Its most notable features of construction, aside from numerous well-lighted rooms for the regular work and staff of the Bureau, will be a capacious, typical Spanish patio, over 50 feet square, in the front section, covered by a glass roof that can be opened in summer and closed in winter, thus providing protection against the weather for constantly running fountains and continually growing tropical plants; a large reading room, 100 by 60 feet, where can be seen all the South as well as North American publications, and where books can be consulted from the Columbus Memorial Library, which has the best collection in the United States of works on the American republics; and a beautiful, dignified, assembly chamber, 100 by 70 feet, that, for present purposes, may be called the "Hall of American Ambassadors," which will provide the only room of its kind in the United States specially designed for international conventions, reception to distinguished foreigners, and for diplomatic and social events of kindred nature.

Other important divisions of space will include: a handsome room for the Governing Board of the Bureau; four committee rooms suited for diplomatic conferences; a stack room for the Library that will hold 250,000 volumes; large offices for the Director and the Secretary of the Bureau, with their assistants, including editors, statisticians, translators, librarians, accountants, clerks, and stenographers. Much of the decorative finishings of the interior will be in rare woods from the South American forests, contributed by the different countries that support the Bureau, while the walls of the "Hall of American Ambassadors" and other principal rooms will be decorated with mural paintings, pictures, statuary, etc., suggestive of Pan-American history, development, and progress. At the main entrance of the structure will be two heroic marble figures, symbolizing, respectively, North and South America.

Among the leading industries in Worcester is the Morgan Spring Company. Their plant is situated on West Boylston Street, Greendale, north of Barber's Crossing.

The Morgan Spring Company started operations in 1881, then occupying part of the building at 21 Lincoln Street. The incorporators were Charles Hill Morgan, the present president of the corporation; F. H. Morgan, Charles Henry Morgan, and George H. Scott.

The company soon developed its business so that its old quarters at Lincoln Street were insufficient for its growing needs. In 1896 it removed to and started operating in its present plant at Greendale.

In 1901 the business of the company had developed to such an extent that it was found necessary, to meet the increasing demand for its product, to enlarge the plant, which was done by extending the original main building, giving the company double the manufacturing floor space which they formerly had. Again in 1904 the business had so greatly increased that it was found necessary to erect a large three-story brick building, which is now used for storage, shipping and light manufacturing.

The company is one of the pioneer spring manufacturers of the

PLANT OF THE MORGAN SPRING CO.

country. Their product is known, and considered as standard, all over the country.

One great advantage which this company has over other spring manufacturers is that they manufacture their own wire from which their springs are made, thus enabling them to secure a greater uniformity of material than is possible for a manufacturer of springs who is dependent on an outside supply of raw material.

This company's product is not confined to springs. It manufactures a variety of material, such as wire of all kinds, wire nails, double-pointed tacks, wire staples, wire bed links, bed plates, special wire forms, and wire specialties of all descriptions. It manufactures practically every variety of wire spring, and makes a specialty of agricultural implement springs, machinery springs; also furniture and upholstery springs such as are used by the manufacturers of furniture, upholstery and spring beds.

This company has for some time back given special attention to the manufacture of automobile springs, and is at the present time even making a greater specialty of this line of manufacture.

The production of springs suitable for automobile work is extremely difficult, and is an art which has not been attained by many spring manufacturers. The rapid and continuous use of the springs is such as to make the ordinary spring unsuitable for this work.

This company, however, by continued experimenting and careful attention in the manufacture of their springs, is producing a quality of spring which is giving automobile manufacturers excellent satisfaction.

The present officers of the company are: President, Charles H. Morgan; Vice-president, Henry Wick; Treasurer, Paul B. Morgan; General Manager, Frank F. Bullard; Secretary, John Burry.

Interesting to Automobile Makers, Buyers and Owners.

The Wyman & Gordon Co , Makers of Forgings.

The Wyman & Gordon Co. was established as a partnership in the year 1883 by H. Winfield Wyman and Lyman F. Gordon, both of Worcester, and both graduates of the Worcester Polytechnic Institute.

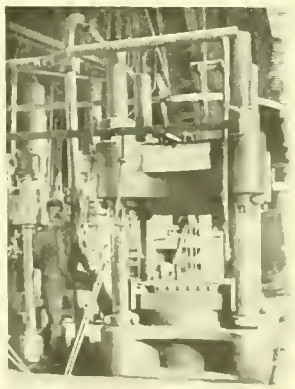
The business was continued as a partnership until the latter part of 1905, at which time the death of H. Winfield Wyman occurred. It was then deemed wise to incorporate the business, which was done, Mr. Wyman's interest being absorbed by the surviving partner, Mr. Lyman F. Gordon, and Mr. George F. Fuller, the latter having occupied the position of superintendent of the company for several years, having first become identified with the business in 1887.

It has always been the policy of the management to specialize on such forms of forging work as present sufficient difficulties,

WORCESTER WORKS.

either of shape or quality, as to limit competition. Inasmuch as the drop forging business is a specialty in itself, this policy, carried out to a practical conclusion, means the specializing of a specialty. To do this successfully in any line renders necessary the possession of expert knowledge of the subject in all its ramifications and detail. The reputation which the product of this company enjoys throughout the United States testifies to the possession and practical application of this knowledge by them. At present a substantial portion of their product goes to the automobile building line. In this line their specialty is the making of crank shafts.

In 1907 this company made approximately 20 per cent. more crank shafts for use in automobiles than the combined production of all the rest of the forgers in the country. In other words, about 60 per cent. of the crank shafts used in the building of automobiles in the United States during 1907 were made in Worcester by the Wyman & Gordon Co. They number among their customers the builders of the best grade of cars, and are acknowledged as being in a class by themselves in this line.



In 1901, seeing the tendency of this line of manufacture to concentrate in the middle West, it was decided to establish a plant in Cleveland, O. This plan was carried out and has proven very successful, the company at the end of about four years of actual operation of this plant employing approximately 60 per cent. as many men in Cleveland as in Worcester, the average number of employees running about two hundred (200) in Worcester and one hundred and twenty-five (125) in Cleveland.

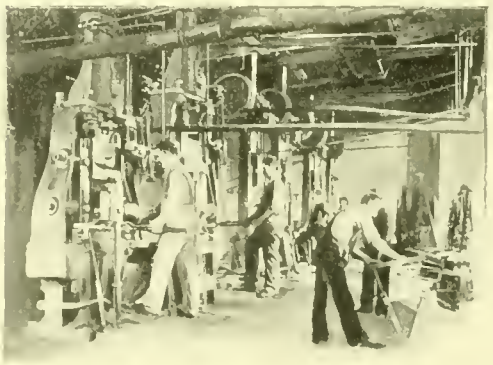
This concern was the first in its line to see the necessity of possessing accurate knowledge of the materials used in its forgings, and several years ago established the first laboratory for the analyzing of metals for use in this line of manufacture. Since then a few of the more progressive forging concerns have followed suit, but in no case has this feature been carried to anywhere near the stage of completeness, or results approximating in value those obtained by this company, been secured.

The study of metals, with proper handling and treating of same, and their application to manufacturing lines, has formed one of

CLEVELAND WORKS.

the principal features of the Wyman & Gordon Co.'s consideration of its line of work, and has resulted in contributing in a large measure to the success of their business. Any difficult problem, such as the remedying of a weakness in any part of an automobile design, or similar proposition (in so far as the prescribing of a proper material, or right condition of same is possible), is welcomed by the Wyman & Gordon Co. as being distinctly in their line and readily met by them. One of their latest ventures in this line is meeting with very flattering reception at the hands of the automobile builders, this being the bringing out of a special alloy steel for use in gears, intended to overcome the troubles incurred in this quarter because of the use of metals not perfectly adapted to this purpose.

While at the present moment forgings for automobile parts constitute a considerable portion of the output of this company, it by no means represents the limit of their line of manufacture. Forgings made by them are used in every conceivable industry, from the making of typewriters to car couplers. The diversity of their product is well illustrated by the fact that recently dies were being made by them, simultaneously, for the forging of a small Tobin bronze part used in connection with an electric gas lighting appliance, and for the making of a large four-throw crank shaft to be used in a marine gasoline launch engine, the first named piece weighing about 12 pieces to the ounce, while the latter weighed 215 lbs. This range of product is not confined to size alone, as, while steel and iron naturally comprise the metals from which the bulk of their forgings is made, all the metals capable of being worked by the forging process are used by them.



Another feature which has undoubtedly contributed its quota towards the success of this industry is the fact that a lack of proper

machines with which to make an especially difficult piece has not been allowed to stand in the way of producing it, as, in the event of its being found that no machine is built, or on the market, that meets the requirements of the situation, it is common practice for this concern to design and build same. This has resulted in the past in the obtaining of an advantage of their competitors to such an extent as to fully justify this course of procedure.

This policy has resulted in the use by this company of a larger diversity of machines for forging purposes than is probably possessed by any other concern in their line; these tools taking the form of board or gravity drop hammers, steam hammers, steam drop hammers, trip hammers, rolling machines, hydraulic presses, both standard and special, besides other special machinery built by themselves, or to their design.

The knowledge and experience in their line of manufacture possessed by this concern are entirely at the service of their customers, and it is considered a privilege by them to be allowed to help solve any problems pertaining to their line of work.

Worcester Pressed Steel Co.

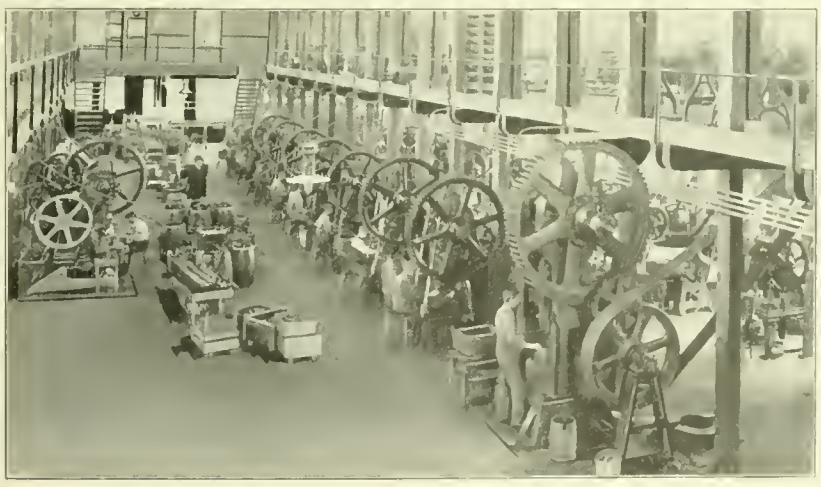
In the makeup of Worcester industries supplying material for automobile manufacturers, the Worcester Pressed Steel Company occupies a prominent place. In 1904 this company succeeded the Worcester Ferrule & Manufacturing Company, which was established in 1883 and located at 100 Beacon Street. They originated and developed many of the first pressed steel and other stamped metal products now in general use in this country. The enlargement of the business under the new management necessitated more room and better equipment, and in 1905 new buildings were constructed near Greendale, on the Boston & Maine Railroad. Their plant is most attractive from a manufacturing standpoint of modern architecture and layout—an ideal shop; and one of the largest of its kind in this country. Its situation on the railroad, with side track, admits of steel, coal and other raw material and supplies being brought to the shipping and receiving platforms on car level and coal dump below; and affords excellent shipping facilities for the finished product; all handled with the least possible manual labor and expense.

Within the main building are located the single action and double action press department, tool-making shop, screw machine department, nickel-plating and polishing plant, stock and tool rooms, case hardening department, rattling, finishing and assembling and shipping rooms and offices; the large press department and presses and rolls are covered by an electrically operated 33-ft., 5-ton traveling crane. A new hardening and annealing building 140′ x 30′ is now in process of construction to adequately handle the demands along this line. Power is supplied by a 200 horse-power Westinghouse direct connected engine and generator and vertical tubular boiler located in a separate powerhouse adjoining the main building. In the main building also is carried the largest supply of hot and cold rolled sheet and strip steel in New England. Great steel racks are provided for this material, which is classified according to thickness, width and length so as to be easily accessible.

A workmen's dining-room has been provided and supplied with settees, tables, trade magazines, etc., tending to promote a feeling of interest and co-operation between employer and employee. Further illustration of the progressive policy of the Worcester Pressed Steel Company is the fact that they were the first concern in this country to install a plant for autogenous welding, using oxygen and acetylene. Combining these gases in a blowpipe flame produces the highest temperature (6300° F.) known as a product of combustion. This flame is 1200° hotter than the oxy-hydrogen flame.

This process supplants riveting and brazing in many instances. Two sheets of any metal may be welded by placing their edges in contact and following along the seam with a blow-pipe. Practically seamless steel and copper tanks of almost any shape and size may be made by forming the body and ends separately, and tracing the seams—joints butt and flush—with the blowpipe. Many designs and forms, not otherwise possible to construct, are made practicable by this process. This autogenous welding process is especially valuable in automobile construction, both in the manufacture of new parts and repairing accidental breaks, and in France has been a necessary adjunct to the auto trade for many years. It is also valuable for repairing defects in castings and forgings. Copper, brass, bronze, steel, aluminum, etc., in many forms of construction are effectively welded in any combination. The facility of handling the blowpipe enables the operator to accomplish welding separate parts or an assembled machine. The weld is made by fusion, forming a perfect metallic union of the parts, which is imperceptible after finishing.

The Worcester Pressed Steel Company make a specialty of pressed steel and other pressed metal parts for automobiles, such as brake drums, hub flanges, dust rings and caps, ball cups, frame braces, hood parts, wrenches, sockets, roller bearing parts, etc., in addition to their regular line of bicycle fittings, stove trimmings, pipe flanges, and thousands of pressed metal parts to order of special design. Deep and difficult cold drawing and forming of metals is their stronghold.



STAMPING DEPARTMENT—WORCESTER PRESSED STEEL CO.

This is one of the Worcester companies which have an important bearing on the automobile industry.

The business panic has not reached the Worcester Pressed Steel Company, for they are running twenty-four hours per day, and have been for some weeks. Their sales this year exceed those of last year.

They attribute their success in the high quality of their product to the design and workmanship of their tools.

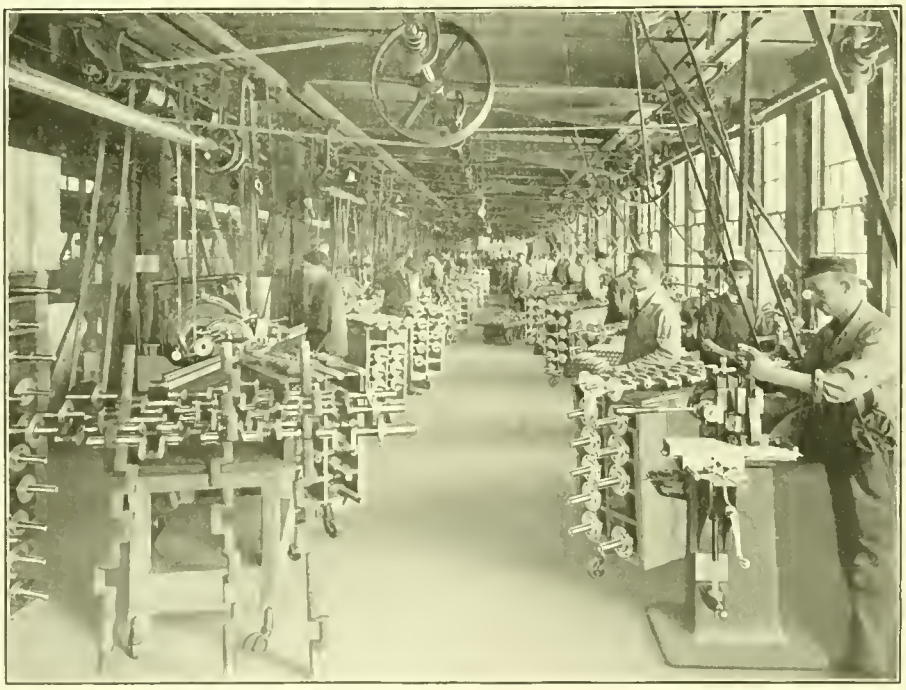
One wall of their office is studded with many thousands small hooks, to which are attached numbered samples of the different parts they have made in the last thirty years, and for which they now have tools. This serves as a permanent and visual catalogue of their product. In a similar manner they preserve samples of cast or forged parts, which they collect from time to time, and which in their opinion should be made of pressed steel. This file is labelled "Possibilities in Pressed Steel." Another file labelled "Museum of Competition" contains articles which have been sent to them by customers from time to time.

They make a specialty of replacing drop forgings and castings with pressed steel, which is stronger, lighter, and, in many cases, cheaper.

Their largest press, 500 tons capacity, built by E. W. Bliss Company of Brooklyn, was the largest press of its kind ever built at the time it was installed. They are now planning for and will install, this summer, one or two still larger presses of about double this capacity.

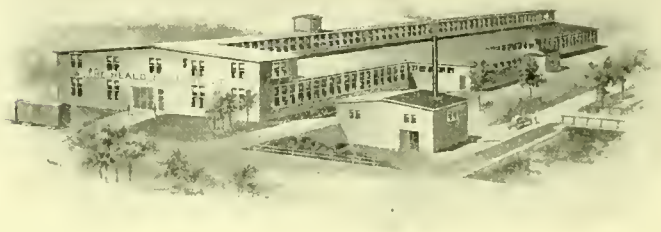
Their new equipment will include a cold rolling mill for producing a more accurate steel than they can now obtain and for eliminating delays in shipment from Pittsburg.

Norton Grinding Co. are manufacturers of cylindrical grinding machines and automobile crankshafts. The grinding machines made by this company are used in automobile plants in various parts of the country for grinding many of the small parts of automobiles, as well as for grinding the crankshafts. The company has earned a reputation for the best quality of machinery, and perfection in the manufacture of crankshafts. Its works are open at all times to visitors, and they are anxious to show their methods, especially their crankshaft department. Those interested in automobile manufacture would do well in visiting Worcester to make it a point to visit the crankshaft department of this company, where they will be shown the various operations of making high quality crankshafts. These crankshafts are finished by grinding, and the tools and fixtures for insuring accuracy will be of interest to automobile manufacturers. The illustration on this page will give some idea of the department devoted to this work. Those interested will not only be shown the crankshaft department, but will be shown grinding machines fitted for the manufacture of crankshafts and other parts of automobiles, as the company are prepared not only to manufacture crankshafts for automobile makers, but to fit them up with grinding machinery for their entire product, and to furnish expert demonstrators to teach their operators how to use this machinery to produce the same quality of work as is produced in their own works. Visitors to these works in Worcester, we believe, will be well repaid for their trouble.



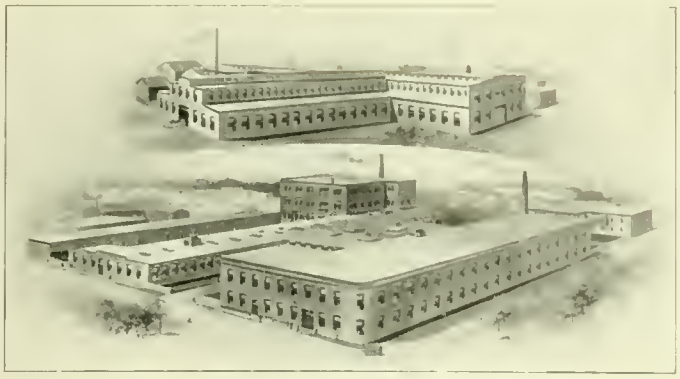
INTERIOR VIEW OF NORTON GRINDING CO. PLANT.

The Heald Machine Company, located in Greendale, is prominently identified with the automobile industry by reason of the manufacture of grinding machinery. For the last twenty years this company has devoted its attention to the development and manufacture of grinding machinery, the line first beginning with



WORKS AT GREENDALE.

the American twist drill grinder, which has had a wide sale, not only in this country, but also in many foreign countries. Later, this line was increased by a line of grinding attachments and center grinders, for use in connection with lathes, and later yet a line of ring and surface grinders was brought out for grinding piston rings, disks, dies, and similar work, this being known as the Heald ring and surface grinder. The attention of the company was then called to the importance of furnishing the automobile manufacturers with a machine which would grind the interior of the cylinders for their engines, so that a better surface could be produced than by boring and reaming. The company took up the study of the problem and developed a machine for accomplishing this work, known as the Heald cylinder grinder. This machine has been adopted by almost all the leading automobile manufacturers of this country, and many of the machines have been shipped to England, France, Germany, and Italy for the same service. The latest tool brought out by the company is a new internal grinder, which has just been put on the market. The works of this company are located at Greendale, close to the Norton Company and the Norton Grinding Company, making a sort of a settlement of grinding works at this point. The shops were enlarged during the past summer, so that at the present time there is a total floor area of over 28,000 square feet, and the company gives employment to about 100 people.



The Whitcomb-Blaisdell Machine Tool Company, on Gold Street, makes a specialty of planers, for which they have won considerable business. The plant is one of the most modern in construction and equipment, and the specialties are the three-step double back geared lathes and second belt drive planers. The planers are built in several sizes, as are also the lathes. His second-belt drive is comparatively a new method of gearing planers, which is applied to all sizes of Whitcomb planers, and is believed to be the most important improvement made in planers in many years.

"The Red Book," the interstate automobile guide for 1908, is just out from the press of F. S. Blanchard & Co., Worcester, and is being sent to subscribers. It is practically a new book from cover to cover, double in size, and contains many features not in the previous issue. It contains 574 routes, covering 26,000 miles of road described in detail, with running directions, distances, condition of roads, danger points, grades, etc. There are 69 city maps, showing how to get in and out of congested districts. The book is accompanied by a large diagrammatic map of New England and the Hudson River district. The routes are written by experts.

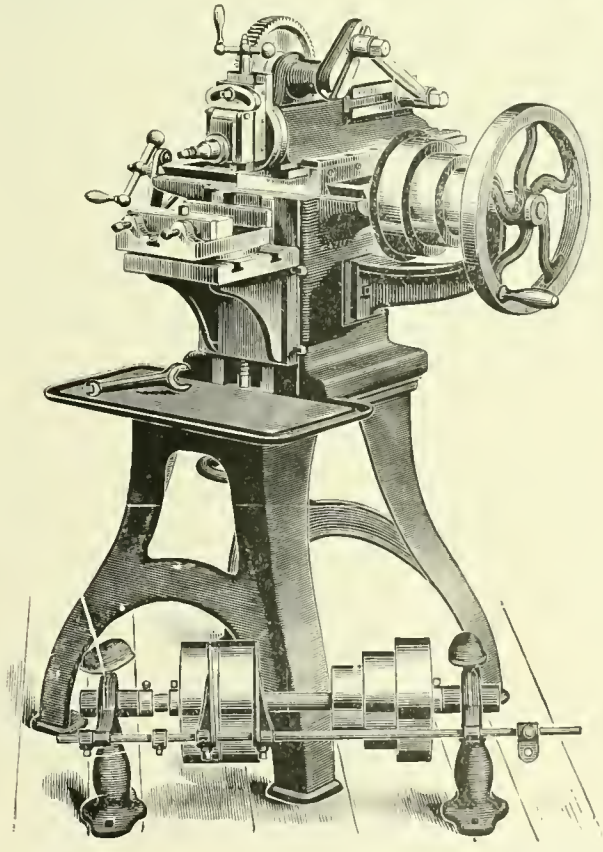


FIG. 1.—BOYNTON & PLUMMER 6x9-INCH TRAVERSE HEAD SHAPER.

The Pierce & Rice Oil Company, which is located at 554 Park Avenue, handles lubricating oils and tallow, high grade engine, cylinder and rub roll oils and also manufactures mill and laundry soaps. They also make a specialty of automobile oil, upon which they have built up a good growing trade. The officers are David B. Rice, president; William C. Pierce, treasurer, and Herbert E. Howe, secretary, and they are becoming one of the prominent industries of that section of the city.

W. H. Leland & Co., who are located at Southbridge Street and Hope Avenue, besides manufacturing a grinding machine of exceptional merit known as the universal and cutter grinder, are prominent in the automobile industry. In addition to producing their well-known grinder the concern does a great amount of grinding for other manufacturers of automobile specialties, including crank shafts of every size and design. On this work the concern has earned the reputation that has brought them considerable business from manufacturers in Worcester and outside towns and the industry has assumed entirely creditable proportions in the south end of the city.

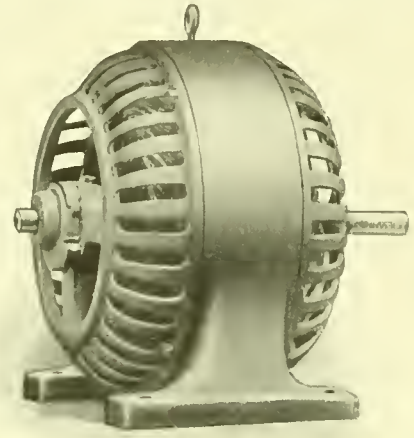
Norcross Brothers Company has been awarded the contract to build an addition to the George Ide Chase nurses' home at the Rhode Island hospital on Lockwood Street, Providence. The new structure will be 88 x100, five stories high and basement, of brick, with brownstone trimmings, the front of Danvers face brick; also a residence for Mr. and Mrs. R. L. Morgan at the northwest corner of William and Somerset Streets. It will be 2½ stories high, of wood frame with plastered exterior, and a shingled roof.

George H. Cutting & Company have been awarded the contract to build a four-apartment house on High Street for A. F. Whittemore. It will be four stories high and basement. It will have granite underpinning and will be built of brick with terra cotta trimmings. The front will be of buff brick.

The accompanying illustrations show view of traverse head shapers manufactured by the Boynton & Plummer Company, 54 Hermon Street, it being the purpose of the Magazine to reproduce each month at least one machine made in Worcester, which has given the city the world-wide reputation as a machine-making city. These machines, illustrated by figures 1 and 2, are for use when a quantity of small work is being done and where the expense of a larger machine is to be eliminated. The style figure, which is made in two sizes, 6 by 9 inches and 8 by 12 inches, and figure 2 show the 10 by 15 inch-machine.

These machines have been improved and strengthened to accommodate the modern high-speed steels and are made to produce accurate work. The driving shafts and feed screws are of steel, and those parts which are subject to hard usage and wear are hardened. All feeds are automatic and reversible. A large open space through the body of the machine directly under the tool permits long shafts to be key-seated and other long work to be handled.

Electrical Machinery



New
and
Second
Hand
Dynamos
Isolated
Plants
Installed
Repairs
and
Testing
of
Electrical
Machinery

Made by Western Electric Company

Power Maintenance Co., 100 Mechanic Street Worcester, Mass.

Established 1885 TELEPHONE 2585 Incorporated 1897

Coghlin Electric Co.

FORMERLY

PAGE ELECTRIC COMPANY

Something New in Ignition

Kitsee Changeable
Dry Storage Battery

Let us tell you about it, as it will save you battery cost, and ignition trouble on automobiles

Auto Supplies

LARGEST STOCK OF ELECTRICAL SUPPLIES

Have you seen the

Tungsten Lamps?

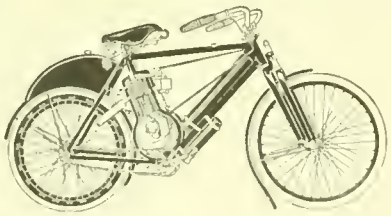
It will cut your light bill in two!

234 Main Street **Worcester, Massachusetts**

The

Royal Motor Cycle

WORCESTER MADE



Write for Catalogue and Agents' Terms

The Royal Set the Fashion for the World

The Royal Motor Works

INCORPORATED

36 Bloomingdale Road

Worcester, Massachusetts, U. S. A.

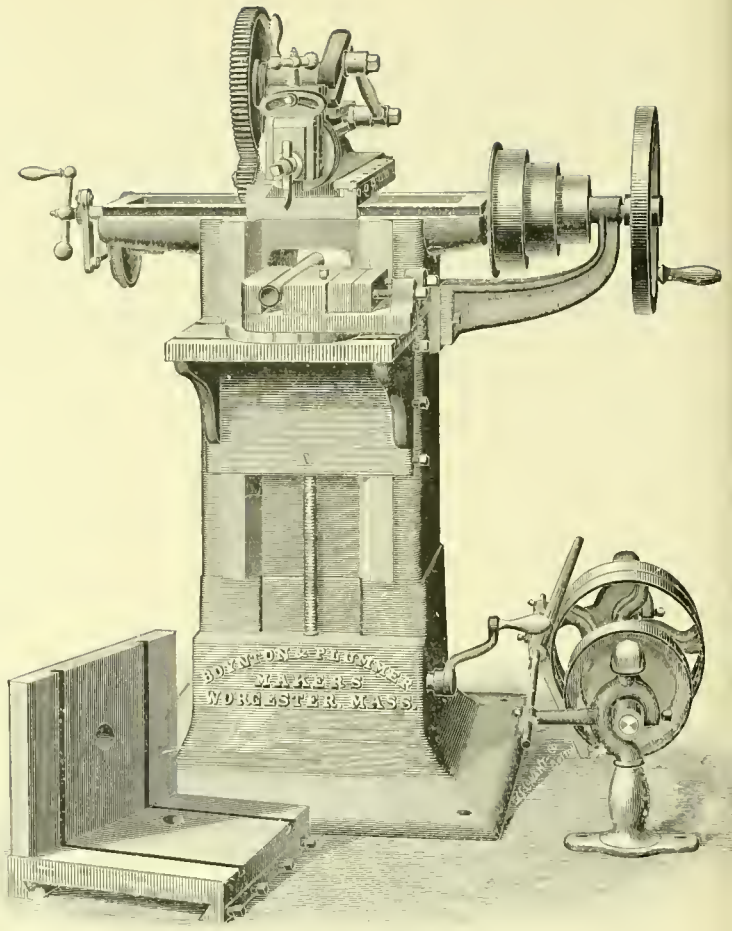
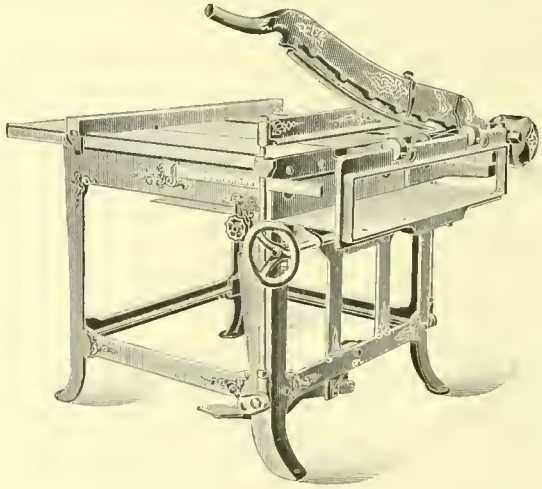


FIG. 2.—BOYNTON & PLUMMER 10x15-INCH TRAVERSE HEAD SHAPER.

A screw and wheel adjustment for the table is furnished for the two smaller sizes, while the larger size has a crank at the side of the machine. The power is so arranged that work can be done the full length of the stroke to the full capacity of the machine, and adjustment of the stroke to any length desired is easily and quickly made.

A swivel chuck is regularly furnished with the machine, while the shaper center may be had at extra cost. Special sets of 12 tools for each shaper are also made by this company.

SHEARS



and

Paper Box

Machinery

Card Cutters

Window Shade Cutters

JOHN JACQUES & SON 95 Webster Street Worcester, Mass.

The WORCESTER MAGAZINE

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JUL 2
1908
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SOUTH HIGH SCHOOL.

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SURE SEAL

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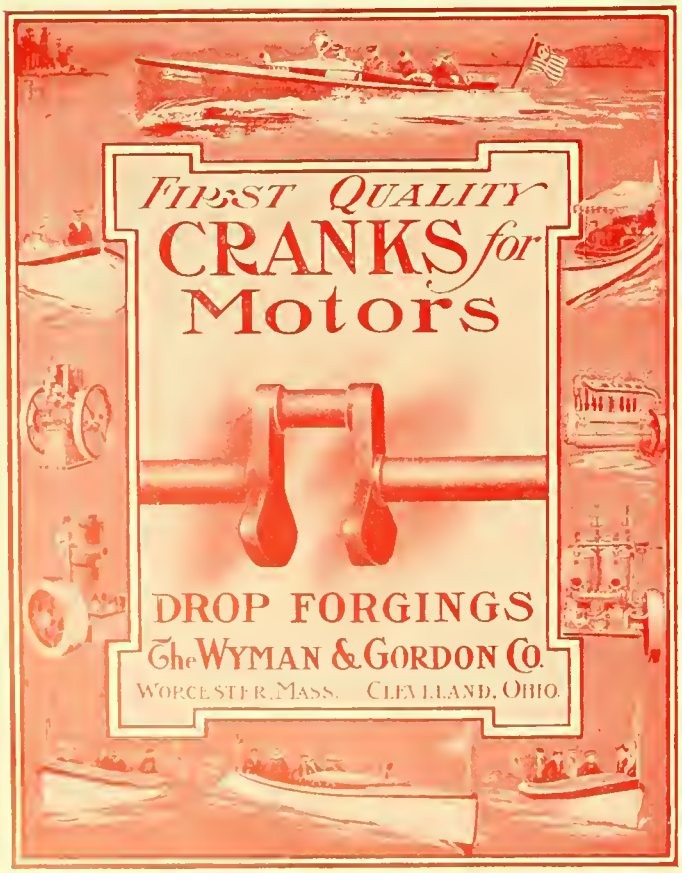
SURE SEAL

WORCESTER, MASSACHUSETTS

SURE SEAL



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H. & R. "Bicycle Hammerless" Revolver

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DESCRIPTIVE CATALOG ON REQUEST

Worcester, Mass.

The WORCESTER MAGAZINE

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Contents

MAGAZINE AND MUNICIPAL COMMENT.
Business Atmosphere is Clearing, 117
Overlook for the Boys, 117
Common Carriers are Liable, 118
Corporations do not Control, 118
Doctor Charles Homer Perry, 118
For a New Antiquarian Library, 118
Practical Report on Trade School, 118
SOME FACTS CONCERNING THE PUBLIC SCHOOL, 119
THE WORCESTER PUBLIC EDUCATION ASSOCIATION, BY DR. SAMUEL P. CAPEN, OF CLARK COLLEGE, 123
NEEDS OF THE PUBLIC SCHOOL SYSTEM, BY HOMER P. LEWIS, PRINCIPAL OF WORCESTER PUBLIC SCHOOLS, AND ALEXANDER H. BULLOCK, CHAIRMAN OF WORCESTER SCHOOL COMMITTEE, 127-128
INSTITUTIONS OF HIGHER LEARNING,
Clark University, 129
Clark College, 129
Holy Cross College, 131
Worcester Polytechnic Institute, 132
Worcester Academy, 136
Carpet Making in Worcester, 138
Board of Trade New Officers, 142
Winners in Hill Climb, 143
Report of Commission on Industrial Education, 147
Board of Trade Notes, 153
Where Worcester's Artificial Ice is Made, 153
Solving the Retail Credit Problem, 154

ILLUSTRATIONS.

Sever Street School, 120
Downing Street School Garden, 121
Representative Outdoor School Scene, 121
Kindergarten in Session, 122
Patriotic Day at the Kindergarten, 122
Clark University and College, 129
Holy Cross College Scene, 131
Worcester Polytechnic Institute, 133
Entrance to W. P. I. Electrical Laboratory, 134
Scenes at Worcester Polytechnic Institute, 134
Electrical Engineering Building at W. P. I., 135
Group of Worcester Academy Buildings, 137
Sketches from M. J. Whittall Carpet Mills, 138-142
John S. Harrington Driving his "Red Bird," 143
Stanley Steamer making Hill Record, 143
Murch & Hidden's Peerless in 1.16, 144
Thomas-Detroit Blue Bird in Record Climb, 144
Proposed Site of Trade School, 147
Floor Plan of Industrial School, 150
Worcester Cold Storage House, 153
Illustrating Making Ice, 154
Fidelity Mercantile Agency Office, 155
Whitcomb-Blaisdell Machine Tool Co., 156

PORTRAITS.

Dr. Samuel P. Capen, 123
Principal Homer P. Lewis, 127
Alexander H. Bullock, 128
President G. Stanley Hall, 129
President Carroll D. Wright, 129
Rev. Thomas E. Murphy, 131
President Edmund A. Engler, 132
Principal D. W. Abercrombie, 136
Matthew J. Whittall, 138
George F. Brooks, 142
J. Russel Marble, 142
Rev. John L. Sewall, 143
Dr. Charles Homer Perry, 146
George R. Hoskins, 154

Magazine and Municipal Comment

Business Atmosphere is Clearing.

The report of the local representative of the mercantile agency of R. G. Dun & Company on local trade conditions, arranged for the Worcester Magazine, has a decidedly encouraging tone, with a marked degree of conservatism maintained. The sentiment seems better and although slow, progress is in the right direction. It is reported that there has been a slight increase in working hours in several plants during the month and a few more employees have been put to work. The activity shown is confined principally to the textile machinery business. Machine tool manufacturers do not hold out so hopeful a view of things and the demand for wire goods is slow. Retail dealers report the trade holding up remarkably well and on the first five months of the year's business, the reports are far from discouraging. With but three failures, with exceptionally small liabilities, the record is fairly good. The failures for May are one-half the number that took place a year ago and are the smallest number since last August.

o o o

Overlook for the Boys.

The legislative committee has reported favorably on the purchase of Overlook as an industrial school for boys. It is hoped that some use will be made of this beautiful estate. Originating in the minds of Worcester men as a summer hotel, Overlook was built in connection with the construction of the Worcester & Southbridge Street Railway. The plans were elaborate in detail and much money was sunk in the enterprise. It passed into the hands of a wealthy Southbridge man after the crash of the railway scheme and for several years has been on the market. Overlook is probably the most beautiful spot for a summer place in Massachusetts. The surrounding country equals Lenox; from the hill the eye stretches over several New England cities and it has always been a matter of regret that no use was ever made of the property which would enable people to visit it. As a hotel it was a failure. Perhaps the most feasible scheme which has been advanced is the proposition of a Worcester man that it be utilized as a

Masonic home. Whatever foundation there may have been for this idea, there is no question that Overlook is an ideal spot for a place of this character.

o o o

Common Carriers are Liable.

President Roosevelt has signed the employers' liability bill passed by the last Congress. The bill makes railroads or other common carriers, while engaged in interstate commerce, liable for the injury or death of an employee, if the injury or death results in whole or in part from the negligence of any of the officers, agents or employees of such carriers, or by reason of any defect or insufficiency in equipment. It has provided that in any action brought under the provisions of the bill, the injured employee shall not be held to have assumed the risk of his employment in any case where the violation by the carrier of any statute for the safety of employees contributed to the injury or death of the employee. Any contract, rule, regulation or device to enable the carrier to exempt itself from liability under the act is rendered void by a specific declaration to that end. Any action for the recovery of damages must be commenced within two years of the date of the cause of the suit. The bill is signed by the President after an opinion upon its constitutionality by the Attorney-general.

o o o

Corporations do not Control Market.

The Protectionist, published by the Home Market Club of Boston, in its current issue reproduces a part of the address delivered before the National Association of Cotton Manufacturers in Boston, by Mayor James Logan of Worcester. The subject of his address was "The Steadying Power and Influence of Consolidation." It is a discussion of the wisdom of industrial accounting, which, in his opinion, is one of the largest steadying qualities which consolidation will bring to industry through a scientific system of accounting. The correct theory underlying modern industrial consolidation is greater economy in production—the larger return of efficiency for the effort expended, and not an artificial and uneconomic price for product. Mayor Logan says he believes that he is perfectly safe in the statement that in not one single industry does the large corporation control the market. It maintains at great cost a system by which its costs of production are very accurately determined, and when a new price-list is issued every competitor will practically duplicate that list within 48 hours, or just as soon as they can get it from the printing office.

o o o

Doctor Charles Homer Perry.

The Worcester Board of Trade lost one of its most highly respected members in the death of Dr. Charles Homer Perry, which took place early in May. A man of exceptional activity, with a large practice, Dr. Perry was a familiar figure on the streets. With a genial disposition, pleasant word for all and with criticism for none, he had a wide circle of intimate friends. His sickness, of short duration, took him out of this life hardly before any great number of his friends were acquainted with the fact of his illness. One interesting fact in connection with his profession was that he was the first Worcester physician to establish an office away from the business section of the city. His 34 years of practice was carried on from an office more than a mile away from the business center and it is said that he built up a business as large, if not larger, than any physician in Worcester. A source of genuine sorrow is the death of Dr. Perry.

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For a New Antiquarian Library.

The American Antiquarian Society, whose library is the housing place for many books and papers of rare value, is at last to have a new home. A plot of land on Salisbury Street, between Park Avenue and Regent Street, has been authorized for purchase and the society will eventually move from the location at the corner of Highland Street and Court Hill, which is now one of the landmarks of the city. Under the will of Hon. Stephen Salisbury, the society came in possession of valuable property and an endowment. The Salisbury mansion at Lincoln Square, also a landmark, is owned by the society and will be sold. It is wise that the new building will be in the vicinity of Salisbury Street, which is already the recognized residence section of the city, where the surroundings will be attractive. The advisory committee on plans is composed of John S. Billings, librarian of New York City; Samuel S. Green, librarian of the Worcester Public Library; Caleb Tillinghast, librarian of the Massachusetts State Library, and C. S. Brigham, librarian of the Rhode Island State Historical Society.

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Practical Report on Trade School.

The report of the Worcester Commission on Industrial Schools, which is printed in the June Magazine, is the result of a year's careful investigation and consideration, and is a sensible report. Its recommendations are in brief, concise and business-like form, the needs of Worcester are clearly shown and the whole question has been viewed by the commission from a practical standpoint, with the best interests of manufacturing Worcester uppermost in mind. The site recommended is central, the offer of the owners of the property is liberal, and the cost of plant and equipment and maintenance account is carefully made up. The City Council should give its solid support to such a plan as recommended.

Some Facts Concerning the Public Schools.

A FORMER superintendent of the Worcester public schools in a public statement ten years ago said, "It may be affirmed without danger of contradiction that no city in America can claim to rival Worcester in the number and variety of its general educational institutions * * * * Nearly every one of these institutions, including our high schools and our Public Library, have attained a position of acknowledged leadership."

HOMER P. LEWIS.

This may seem a broad statement, but it is, nevertheless, true. Of all the institutions, in the list of which should be included the great Public Library, the beautiful Art Museum and Museum of Natural History, and the greater museums of the American Antiquarian Society and the Worcester Society of Antiquity, which may be counted as at least auxiliary educational institutions, the public schools are naturally nearest to the hearts of the people and probably claim the place of honor in this educational review. Moreover, they have been the chief instrument in promoting the intelligence of the people, and it is upon them that we must depend in the future to insure in every home the priceless blessings of an advancing civilization.

Primarily the public schools are under control of a school committee, under the statutes, acting under a separate charter from that of the city proper, and this committee has most of the powers of a great corporation. It consists of thirty members, one-third of which are elected annually. Twelve standing and two special committees are charged with the duty of considering and reporting upon most of the new business introduced. Routine matters, for example the purchase of regular supplies, the appointment of teachers, the payment of bills, and the management of special subjects, are left largely with the appropriate committees. The amount of money disbursed far exceeds that expended in any other department. Every expenditure of money is authorized in advance by the appropriate committee. The cost per pupil in the graded schools is rather below that of other cities with which Worcester is willing to be classed.

The curriculum of the public school system is generally known. In the old school the day was made up almost entirely of reading, doing sums, spelling and writing in a copy book. Both history and geography are comparatively recent innovations. As separate branches there have been introduced in the public school system, singing, 1862; drawing, 1869; physical culture, 1891; manual training, 1895, and the kindergarten was opened in May, 1892. There is now taught in the public schools in addition to the regulation and special studies, cooking and sewing. In some form, study of the world without has a place in every school. There is the study of nature, brought about through the drawing department, and to-day every child attains considerable skill in the art of representation with pencil, brush and crayon, or with all three. Voices of children put to shame trained choirs in the execution of familiar and difficult music through the singing department. For at least ten minutes every day every child in the city, below the high school, has a course of physical development, bringing the muscles into active play with a true aim of increasing intellectual vigor. Manual training makes it possible for every boy who reaches the ninth grade to learn the elements of mechanical arts. A girl in her teens learns the art of cooking and sewing in the practical, economic and scientific way. The kindergarten takes the children of the rich and the poor before school age and teaches them the great lessons of politeness and good will. It brings into life all the best impulses of the child and gives him an invaluable training in industry and concentration. A parent has now a right to expect the atmosphere of the school-room to be like that of the best homes. The changes brought about by the introduction of the newer subjects has affected the school both socially and morally.

The first report of the School Committee made for the year ending March 31, 1849, the first year Worcester was a city, was made by Warren Lazell, secretary of the School Committee. He appears to have been the executive officer, comparing with the superintendent of to-day. The number of teachers employed in the public schools that year was thirty-nine, of which number thirty-four were graded school teachers and five high school teachers. The population was about 15,000. In 1873, twenty-five years after the date of the incorporation of the city, there were employed 143 graded school teachers, nine high school teachers and seven special teachers; total of 159. The population that year was 47,000. In 1898, the fiftieth anniversary of the incorporation of the city, there were 484 teachers, of which number 407 were in the graded schools, 62 in the high schools, and 15 special teachers; the population that year was 106,000. To-day there are 648 teachers in the day schools, of which number 495 are in the elementary schools, 83 in the high schools, 37 in the kindergartens, and there are 33 special teachers. It cost, in 1907, $670,341.21 to maintain the public school system, or $27.53 per pupil, the school tax amounting to .016. In 1888 the school tax was the same. It cost $243,900.30 to maintain the public schools and the cost per pupil was $20.57. In 1888 there were 14,326 pupils in the public schools, and in 1907 there were 23,237 pupils. In 1888 there were 1,167 pupils in the high schools, and in 1907 there were

23,041 pupils. In 1888 the teachers' salaries amounted to $183,150.51, and in 1907 there were paid out in salaries to teachers $469,517.23. The minimum salary paid a school teacher is $500 in the graded schools and the maximum is from $650 to $750, there being an annual increase of $25 each year until the maximum is reached.

In 1907 the following statistics were given, which are of interest, showing a résumé of the cost of the public school system: Children between the ages of five and fifteen years, 22,686; children between the ages of seven and fourteen, 16,366; value of school property, $2,683,930; value of books and supplies, $115,600; cost of kindergartens, $23,310; cost per pupil, $31.96; cost of evening schools, $26,048.94; cost per pupil, $15.96; Classical high school, $35,859.82; cost per pupil, $56.84; English high, $49,716.89; cost per pupil, $68.63; South high, $36,835.97; cost per pupil, $62.11. There are seventy-three school buildings in the city. One of the oldest is the Lamartine Street schoolhouse, which was occupied in 1868. Among the newest are the Gates Lane and the Sever Street. There is a system of medical inspection in the public schools, fifteen physicians being employed, under the direction of the Worcester Board of Health, to pass upon questionable cases. The question of hearing and sight is determined by the teachers.

The school age, provided by statute, is seven to fourteen years. It is provided that all children must go to a day school until they are fourteen, or until they are able to read and write. Cities have a right to fix the age in which a child may enter the public schools, and Worcester long ago fixed it at five years. A new rule has been made, however, which goes into effect in September, fixing the age of admission at six years, and the kindergarten age, which has been four years, will be advanced to five. There have been nine grades in the public school system, but in 1911 the number will be reduced to eight, so that eight years will be required preparatory to entrance to the high school. There are twenty-six kindergartens, the department being started in May, 1892, and the supervisor is Mrs. Mary Hammond Barker, who became connected with the kindergarten system soon after it was inaugurated. The age of the kindergartner is from four to six years, although, as previously stated, it will be advanced to five as the age of admission. The course of instruction in the grade school is regulated by law, and in recent years there has been added manual training in grade and high schools. Manual training is taught in Walnut Street, Oxford Street, Winslow Street, Ledge Street, Belmont Street, Millbury Street, Woodland Street (old), and South high buildings. Cooking is taught in the Winslow Street, Walnut Street, Ledge Street, Freeland Street, Belmont Street and Millbury Street buildings.

MODERN GRADE SCHOOL BUILDING—SEVER STREET.

An important rule made by the School Committee, which will go into effect in September, is the time of admission to the grade school. Heretofore, a pupil has been admitted any time, but hereafter, the times of admission will be in September, and within four weeks

after the beginning of the third and fourth terms, the third term being the second half of the year.

A family coming to Worcester, desiring to enter pupils in the public schools, naturally desires to know the

DOWNING STREET SCHOOL GARDEN.

school boundaries. They are fixed by definite lines by the School Committee, and are rigidly complied with, except in rare cases, where it seems to the committee that the pupil for some reason would obtain better results in the school outside of his own district. For example, the Belmont Street school district is from Lincoln Square on a direct line across to Forbes Street, to Hermitage Lane to the corner of Catharine and Channing Streets, to Kendall, to Edward, to Glen, to Summer, thence to Lincoln Square. Another illustration: The Woodland Street district from Wyman to Hollis Streets, to Main, to Maywood, to Woodbine, to Charlotte, to Clifton, to May, to Mason, to Kingsbury, to Bancroft, to Bluff, to King, to Queen, to Ely, to Castle, to Main, to Lagrange, to the Boston & Albany Railroad, to Benefit, to Beacon; thence to Kilby, Hollis and Wyman Streets. A third illustration is the Canterbury Street school district: New York, New Haven & Hartford Railroad from Stillwater Pond to South Worcester station, to Benefit, to Beacon, to Kilby, to Hollis, to Gates, to Illinois Streets, to, but not including, Crystal Street, to the railroad, to a point opposite the end of Fremont Street, thence to Stillwater Pond. The high school boundaries were defined when the South high was opened. The Classical high school furnishes a course for entrance to college, being classical courses, or, in other words, it is a college preparatory school and there is also a college preparatory course in the South high school. The English high school is for general fitness for the future life. Pupils who desire to complete an education in the Normal School naturally go to the English high school. The courses taught in the English and Classical high are combined in the South high school, so that the boundary line of the South high school is the only important one for high school pupils. It is: West from Main Street, Piedmont to Chandler Streets, to city line; east from Main Street, Lagrange Street to the New York, New Haven & Hartford Railroad track, following the tracks of the Providence branch of the railroad to the Blackstone River, thence following the river to the New York, New Haven & Hartford Railroad, and following this track to the city limits. Both sides of these streets mentioned are included in the South high school district.

A pupil to be admitted to the public schools needs to be a resident of Worcester at least fifteen minutes. That is, a family moving into Worcester can immediately place their children in the public schools without tuition. If a scholar lives in a suburban town, he can attend the Worcester schools by paying a tuition of $60 per year and his books will be furnished him. The city obtains between $3000 and $4000 a year tuition fees, the most of which is from high school pupils. Worcester naturally has a superior course of studies, and there are several suburban towns which do not maintain a high school. The Classical high school, making a specialty of a high school course, attracts from the surrounding towns. Under the State law the street railway is required to provide a half fare rate for all public school pupils. All pupils attending the public schools must either be vaccinated by the Board of Health, show a certificate of vaccination, or a certificate that vaccination would be dangerous to the health of the child. There is a special school on Mason Street, where defective pupils are taught.

REPRESENTATIVE OUTDOOR SCHOOL SCENE.

To obtain a position as teacher in the grade schools the applicant must have passed an examination. She must be a high school graduate, or its equivalent; must have attended the full three years' Normal School course, and

KINDERGARTEN IN SESSION.

have served one year's apprenticeship, and her examination mark must be 75% or better. After being put upon the list—the applicants being taken from the top of the list in all cases—her position advances according to her experience as a teacher in the meantime. All high school teachers must be college graduates, no examination is required, and no college is given preference. The transfer of a teacher is made by the committee on teachers, subject to the approval of the School Committee. This is the same method required to obtain a leave of absence.

There have been established within a comparatively short time preparatory classes in the Dix Street, Sever Street, Woodland Street, Millbury Street, Ledge and Belmont Street schools. There is a theory for this action. It gives the student who wants to go to Harvard College—Harvard being taken as an illustration—opportunity to do it easily in four years; otherwise, it will take him five years. It gives him opportunity to begin the study of one of the modern languages, French and German and Latin, two years before entering the high school.

If a girl wants to attend Wellesley, Smith or Simmons Colleges these being used as illustrations she should attend either the Classical or South high schools. If she desires to be a teacher and attend the Normal School, she can go to either of the high schools, but the English high is preferable. The conditions for admission to the Normal School are graduation from a high school. A pupil attending the grade schools must take the prescribed course, with the exception of cooking and sewing, which are elective. In the high schools the pupil can select his own studies, to a certain extent. Certain subjects are common to all courses. In selecting the high school, with a view to a future career, the pupil naturally confers with parents and the principal of the grade school he attends. The salaries of the school teachers vary from $500 to $3000 a year, the principals of the high schools receiving the latter amount, while the supervising principals receive $2300.

As previously stated, there are seventy-three public school buildings and there is still a demand for more. The question of a building on Meade Street is now under discussion. The oldest buildings are probably the Oxford, Sycamore, Ash, Lamartine and the old Providence Street schools, while some of the new schools are the Gates Lane, Sever Street, Home Street, Grafton Street No. 2. The New Lamartine Street building, which is a twelve-room schoolhouse, is the only grade school building provided with a hall. The schools of to-day are constructed with special attention to ventilation, the State law requiring that there shall be provided thirty cubic feet of air per child per minute. The largest grade school building in Worcester is the Belmont Street, which was constructed in 1871, and has sixteen rooms. The smallest buildings are the Burncoat Plain and the North Worcester schools, both being one-room buildings.

The kindergarten classes are not provided by State law, but are optional with the various cities. The Worcester kindergarten system was established in 1892 as a result of a public demand, and it is considered that they have been wisely established. Cambridge, which inaugurated a kindergarten system some years ago, has abandoned it, but this is the only city where such action has been taken.

PATRIOTIC DAY AT THE KINDERGARTEN.

The question has been frequently asked, what process is required to get a new schoolhouse? In the first place, there must be a public demand. As a result of this demand a schoolhouse in a new district is recommended by the Superintendent of Schools. It is then referred by the School Committee to the Committee on Schoolhouses. After consideration, it is referred back to the School Committee. If the report is favorable, it is referred to the Worcester City Council. It then goes to the Committee on Education of the City Council, the Committee on Public Buildings, and the Superintendent of Public Buildings for estimates, when it is then referred back to the City Council, with report either favorable or unfavorable. If favorable, it goes to the Finance Committee, then back to the City Council, then to the Mayor, the Mayor's action being subject to the approval of both the City Council and the School Committee, which must approve the plans.

For the past forty years or more the schools have been governed in turn by three superintendents—the late Dr. A. P. Marble; Mr. Clarence F. Carroll, now superintendent of schools in Rochester, N. Y., and Mr. Homer P. Lewis, who came from Omaha to be principal of the English high school, and succeeded Mr. Carroll as superintendent of schools. The office force of the school department numbers ten, including the superintendent, assistant superintendent, clerk, three assistant clerks, two truant officers, an inspector of schoolhouses, and a truckman.

The oldest teacher in the Worcester public schools is Miss Mary J. Mack, principal of the Ash Street schools, who was appointed in 1852. The next oldest is Miss Sarah L. Phillips, assistant principal of the Belmont Street school, who was appointed in 1858. The oldest male teacher is Mr. J. Chauncey Lyford, supervising principal, at the head of the Winslow and Sever Street schools, who was appointed in 1876. Mr. Arthur G. Lewis, principal of the Belmont Street school, was appointed in 1878; Mr. Francis P. McKeon, principal of the Millbury Street school, was appointed in 1881, and Mr. Joseph Jackson, principal of English high school, and former principal of the Woodland Street school, was appointed in 1883.

This article is intended to give briefly information which a stranger to Worcester, coming with his family, and desiring to enter his children in the public schools, would like to know. It is not intended as an historical sketch of Worcester public schools, but rather to instruct the stranger on matters which are not obtained in the reports or literature on the school department.

Worcester Public Education Association.

By Samuel P. Capen, of Clark College.

THE Worcester Public Education Association has now been in existence for three years. Those who are familiar with its work believe that it has passed beyond the tentative experimental stage and has earned a place for itself among the permanent institutions of the city. If so, the time has come to take account of stock; to see what the Association has already accomplished, what its present activities are, and what are its plans for the future.

SAMUEL P. CAPEN.

Its past performances may be briefly summarized as follows:

It has several times directly influenced the school authorities to make changes in or to increase the scope of the work of the public schools. It has supported by word and deed every worthy educational reform which has been undertaken since it was organized. It has called the attention of many people who were not previously interested to the matter of school administration; thus helping to arouse public sentiment in favor of a more economical and progressive management. It has provided a number of public lectures on educational topics. Finally, in its printed annual reports it has furnished a great deal of valuable information on the subjects of school hygiene, educational extension, and various phases of school management In all these directions it has found a clear field for much useful activity which does not lie within the province of any other existing body of citizens.

The aims of the Association have often been misconceived, however, and consequently some of its acts misjudged. Many people have thought that it was hostile to the public school authorities; that its very existence was equivalent to a condemnation of the School Committee for lax performance of duty. Such is by no means the case. The Association counts among its numbers several members of the School Committee, as well as the superintendent and many teachers in the public schools. These men and women naturally could not help to shape its policies if it attempted to interfere unduly with the work which they have been elected to perform.

The purpose of the Association is two-fold: To act as a kind of scouting party which explores the educational field and brings home to Worcester new ideas that have been put into successful operation elsewhere and are worth trying here. And to stimulate the bodies which have our public schools in charge, to raise these to the highest degree of efficiency which the city can afford. In both of these functions it is the loyal ally of the School Committee and the teachers. It gladly co-operates with them wherever they need outside co-operation, and in addition it does voluntarily many things for which the regular school officers have no time.

The present work of the Association is largely carried on by the following standing committees: Committee

on School Hygiene, Dr. W. H. Burnham, chairman; Committee on Manual Training and Industrial Education, Milton P. Higgins, chairman; Committee on Education Extension, Robert M. Brown, chairman; Committee of School Visitors, Mrs. E. C. Sanford, chairman; Committee on School Organization and Administration, Professor George I. Alden, chairman; Committee on the Theatre as an Educational Force, Doctor Samuel P. Capen, chairman. A short abstract of the proceedings of each of these committees during the current year, as reported at the annual meeting, May 19, 1908, will perhaps give the clearest idea of what the Association is now accomplishing.

School Hygiene.

The committee's report emphasizes the necessity of securing the most healthful conditions for school work, if the best results are to be obtained. A city which spends as much money as Worcester in the education of its children should see to it that the children are not prevented by disease from attending school regularly and working efficiently while there. School work throughout the State suffers great injury every year from epidemics, especially epidemics of diphtheria, scarlet fever and measles. Consequently the means which may be taken to control these diseases are worthy of serious consideration.

As regards diphtheria, a somewhat widespread epidemic of which occurred in Worcester last year, an adequate system of medical inspection in the schools, supplemented by the work of school nurses to look after cases of the disease in the homes, has been proved by the experiences of other cities to be more effective method of controlling an epidemic than the closure of the schools. School closure ought seldom or never to be necessary in elementary schools owing to the prevalence of diphtheria.

The same has generally been found true with reference to scarlet fever. With proper medical inspection school closure need seldom be resorted to.

The scientific treatment of measles demands a different method of procedure from any which has yet been adopted here. Measles is especially contagious in its early stages. After infection, from nine to fourteen days elapse before the disease becomes evident. When it occurs in school three crops are likely to appear: first, a single case, then a few more, and finally a third crop, including nearly all the rest of the children who are susceptible. To prevent this general spread four things are recommended:

1. A complete registry of all cases, kept by the Board of Health, so that as soon as a case occurs in any school it will be possible to see just how many children have already had the disease.

2. In the case of a kindergarten where a considerable party of the children are susceptible, closure of the class when measles becomes prevalent in the city, whether a case has occurred in this particular kindergarten or not.

3. Whenever a case of measles appears in a class, exclusion of all children of the same families who have not had the disease, and eight days after the first case appears in any class, closure of this class for a period of seven days, so that the second crop of cases will occur while the children are at home; also notification to all parents to watch their children carefully.

4. Instructions to both parents and teachers in regard to necessary precautions.

This method has been employed in foreign cities with remarkable success. It has been found effective in controlling the disease and in the long run shortens the necessary period of school closure.

The adoption of the methods indicated in the treatment of common school epidemics would prevent much illness and great waste of the pupil's time, and indirectly of the money of the taxpayers. It would also save the lives of a considerable number of children.

The increasing death-rate from tuberculosis among children, from five to fifteen years old—the average school age—demands serious attention. Anything which will remove the disease from school children becomes a public duty. Fortunately, however, nothing more than the ordinary requirements of school hygiene is necessary to this end. These are: adequate free space around school buildings; well-lighted, well-ventilated school rooms; and a proper system of cleaning. It is furthermore advisable, in view of the prevalence of the disease and its easy prevention if suitably treated in time, that both teachers and pupils be put in possession of certain elementary knowledge in regard to it.

The State Law (passed in 1906, and entitled "An Act Relative to the Appointment of School Physicians"), requiring school committees and boards of health to appoint school physicians, is faulty. It does not compel city councils to make the necessary appropriations. Consequently, a city council by refusing to appropriate can practically annul the law. Neither does it sufficiently define the respective responsibilities of school committees and boards of health. As a result, the full provisions of the law have only been carried out in about one half of the towns and cities of the State. Where medical inspection has been in operation the spread of contagious diseases has been, to a large degree, prevented and many defects which could be remedied by timely treatment have been discovered and cured. The law should be improved and a uniform system of rules governing the duties of medical inspectors agreed upon.

In conformity to the law, Worcester appointed fifteen school physicians in October, 1906. Besides discovering and treating many cases of common infectious children's diseases, the corps of school physicians has found a number of cases of less acute affections of eye, ear and

skin, which, if left untreated, would cause serious trouble in later life. Thus far the work of these physicians has amply justified the expenditure of money.

Since modern scientific child study has established the fact that play is one of the chief elements in a child's education, it is recommended that the City Council and the School Committee make greater provisions both for public and for school play-grounds. In order that the greatest good may be derived from play time it is important that play-grounds should be in good condition, and that they should be supplied with shelters and with simple apparatus. Supervision by a competent director should be provided at certain hours and for certain games. More side streets should be reserved for play and more athletic grounds secured for the use of the older pupils. Schoolhouses to be erected in the future should have high, well-lighted basements, with play-rooms for use in stormy weather.

Manual Training and Industrial Education.

More than a year ago, through the initiative of the Public Education Association, the co-operation of the Worcester Board of Trade, the Worcester County Mechanics Association and the Metal Trades Association, was secured to advance the interests of industrial education in this city. The Commission on Industrial Education, appointed by Mayor Duggan, includes several members of the Committee on Manual Training and Industrial Education of the Public Education Association. The committee has therefore merged its work with that of the Commission.

The Commission has found upon investigation that the State law regarding State aid and co-operation in the establishment of local industrial schools was entirely inadequate to meet the needs of the city of Worcester. Consequently, the Commission has presented to the Legislature an amendment to the law which, if passed, will make possible the establishment of suitable industrial schools in Worcester on terms satisfactory to the city. There is no opposition to the amendment and it will probably be passed in due time.

School Visitors.

This committee commends the great improvement which has followed the renovation of the dingy interior of certain school buildings; also, the large proportion of admirable and successful teaching prevailing in our lower schools.

It has offered the following recommendations, which have been adopted by the Association, presented to the School Committee, and referred by that body to the proper standing committee for action:

1. That all school-rooms used for evening schools be swept and aired before the day schools assemble.

2. That, as the prevention of dirt merits equal attention with the removal of dirt from school-rooms, the surface of school-yards be put in proper condition, so that they shall be free from mud.

3. That in all new buildings drinking fountains be provided for each floor. These are already in use in Springfield and other places. In buildings where the fountain is not in use, it is recommended that parents provide their children with drinking-cups.

School Organization and Administration.

The work of this committee has consisted largely in the preparation and advocacy of a bill to amend the city charter in certain matters relating to the school system. The defects of the system under which the schools are at present conducted have long been apparent to all who have given the subject any consideration. Since the School Committee itself was asking for legislation this year which should extend its jurisdiction in the matter of schoolhouses and janitors, it seemed to the Association that the time was ripe for bringing the general question of our school management before the public. The bill drawn by the committee was presented to the Legislature and became known as Senate Bill No. 100. Its main provisions were:

1. The School Committee to consist in future of seven members.

2. Candidates to be nominated by petition of at least two hundred voters.

3. Election to be non-partisan and at large.

4. The School Committee to have full supervision of schools and control of school property.

5. The School Committee to elect the Superintendent, appoint other officers and fix their duties and salaries.

6. The Superintendent to have control of teachers, to determine, with the approval of the Committee, courses of study, transfers and suspensions of teachers and pupils, admissions and promotions, text-books and apparatus to be used.

7. The Superintendent to nominate all candidates for appointment, election or re-election as teachers.

8. The School Committee to appoint a business agent and fix his salary.

9. A Board of School Estimate, composed of members of the School Committee and the City Council, to estimate each year the amount of money needed for the maintenance of the schools and for care of school buildings; these sums, when approved by the City Council, to become part of the tax levy for the year.

10. The Board of School Estimate to recommend to the City Council appropriations for land, buildings and equipment for school purposes.

11. The School Committee and the Superintendent of Public Buildings to have power to plan, contract for, construct and equip all new school buildings.

12. The bill to be submitted to the qualified voters of Worcester.

Hearings on the bill were held before the City Council and at the State House. The friends of the bill contended that Worcester is hindered in the progress and efficiency of its public schools by a cumbersome, outgrown and defective school system. Many other cities in the country have adopted the small school board and placed a large measure of power and responsibility in the hands of the superintendent. The results have been uniformly successful. The business of school management has been more quickly, more economically and more conscientiously done.

There was general opposition to the bill in the City Council, but little argument against it. The chief objection expressed was that it did not provide representation for the minority political party; in answer to which the friends of the bill held that political parties have no logical connection with the administration of the public schools. At the close of the hearing the City Council voted by a large majority to instruct the City Solicitor to appear against the bill at the State House. The City Solicitor and several others opposed the bill at the hearing before the Committee on Cities of the Legislature, and the committee shortly gave the petitioners leave to withdraw.

Education Extension.

The committee having this work in charge has been trying to inaugurate a movement similar to that carried on in New York under the direction of Dr. Henry M. Leipziger. The object of the New York movement has been to bring opportunities for education and self-improvement to adult working people, and others who wish to avail themselves of the privilege. In pursuance of this object free public lecture courses have been established in schoolhouses all over the city.

In various sections of Worcester there are improvement societies, churches or missions, which are also offering the people educational opportunities, chiefly in the way of lectures. The committee has endeavored to come into contact with these organizations and to help them in securing speakers, as far as it was able. For the current year the Tatnuck Society has absorbed the larger share of the committee's efforts.

The Theatre as an Educational Force.

The attention of educators has recently been called to the great influence exerted by the theatre upon the life of the city child. The large majority of city children are more or less regular frequenters of the theatre. The pictorial and immediate nature of a theatrical performance impresses its teaching, whether wholesome or unwholesome, with tremendous force upon the child's mind. Many hours of schooling would hardly implant the same high views of life or give the same stimulus to the imagination which a child gains from witnessing one good play well done; while on the other hand it is perhaps equally difficult to eradicate the effects of a bad play. Teachers and parents, then, owe both a positive and a negative duty to children in the matter of the theatre. They should take advantage of the educational power of the theatre and help the children under their charge to see as many wholesome and stimulating plays as possible, and they should exercise great care that children do not see vulgar or immoral productions.

The committee's work has consisted: first, in keeping track of and publicly encouraging all theatrical performances during the past year which it believed to have educational value; second, in gathering statistics regarding the theatre-going habits of Worcester school children.

It has publicly endorsed fourteen plays presented by reputable traveling companies, and it also stood sponsor for a special school matinee of the Merchant of Venice given by the Ben Greet Players.

About six months ago it issued a set of questions to all the children between the fourth and ninth grades in the city schools, the object of which was to find out how many of the children attended the theatre at all, how often they went, how much money they spent, what theatres they frequented, and what sort of plays they liked best. The answers to these questions, when tabulated, produced some very valuable and significant statistics, which are worthy of the widest publicity. They have already been presented to several clubs in the city and reported in the daily papers. A further dissemination of the results of this investigation is planned for the near future.

In addition to the work of these committees the Association has organized several public meetings. On Feb. 18, 1908, Miss Jane Brownlee, principal of Lagrange School, Toledo, Ohio, lectured in Tuckerman Hall under the auspices of the Association on "Moral Training." The Levana Club and the Principals' Club co-operated with the Association in securing Miss Brownlee's services. The lecturer gave an account of the system of moral training in school, which has attracted widespread interest throughout the country and of which she is the author. The audience contained a large number of teachers, many of whom have already begun to practice Miss Brownlee's system.

Acting upon the suggestion of Secretary Martin of the State Board of Education, that Peace Day (May 18th) be observed in the schools, the Association gained permission from the school department to arrange a brief programme for the various schools of the city. The Rev. A. L. Weatherly addressed two of the high schools on "The Scholar and the Peace Movement." Mrs. Fannie Fern Andrews spoke in the grade schools on "The History and Results of The Hague Peace Conference."

What are the Association's plans for the future? Aside from the work of the standing committees, which will be continued, it has two projects on foot.

An educational conference on topics of especial inter-

est to Worcester is now under consideration. Should the plans be carried out, an attempt will be made to secure eminent speakers from other cities to discuss such questions as school architecture, part-time trade schools, industrial education, school administration. The meetings would be open to the public.

The Association's greatest present need is a larger membership. Its officers believe that it has already amply demonstrated its usefulness. But it can attain its highest influence and efficiency only when backed by large numbers. Being a voluntary unofficial organization, its recommendations have weight only in so far as they are acceptable to the governing authorities. If the greatest good is to be gained from such a body, its acts should be regarded as the expression of public opinion. The object of the Association, namely, "to secure and maintain the highest educational standards in the city of Worcester," is one that must appeal forcibly to every citizen. To accomplish this object the cordial support of every citizen is needed. Believing that every one who is at all interested in public education should be enrolled in its ranks, the Association plans to make an earnest effort to secure a large increase in its membership, and thus to extend its influence still more widely throughout the city.

SAMUEL P. CAPEN.

Needs of Public School System.

By HOMER P. LEWIS, Superintendent of Schools.

I ASSUME that the topic upon which I am asked to write means, What is most needed to-day to make our public school education more effective, to cause it to realize more nearly what President Eliot sums up as its functions? These are, to put an end to drunkenness, to abolish gambling, the most senseless of all vices; to make universal suffrage far more efficient in doing away with abuses in our local and national governments, to prevent crime on the part of individuals or mobs, to equip the people with sufficient intelligence to deal sensibly with industrial and social questions, to lift them up out of that credulity which makes them the ready prey of quacks, whether medical or political; to elevate the tastes of the people, especially in the direction of their reading, and to give to all as far as possible the impulse and the capacity for continuous mental growth.

HOMER P. LEWIS.

This seems an ambitious and rather remote programme, and yet the public school that seeks to justify its right to be must have these aims. To do even an inconsiderable part of this work, the school must have an extension of time, and this I count as the most important need of our schools. Much of what we call education is merely getting possession of the implements of education, as in learning to read, to spell, to write, to draw, to use numbers in computations. A large majority of our children get little more than an ability to use these implements of education before they are withdrawn from school. Only about one-eighteenth of their waking hours before they reach the age of twenty-one years is spent in the school-room. The school must compete with other influences, many of them adverse, which control the child seventeen-eighteenths of his time. Yet the school cannot afford to give its time to any other object than the acquisition of these instruments of education on the part of the pupil until he has a fairly complete command of them. Any scheme of education which turns us aside from this object is a will-o'-the-wisp. Whatever really helps our purpose is to be welcomed. What is most needed, then, after getting possession of the tools of education, is practice in using them upon the wealth of material given us in history, literature, art, science, industry under skillful guidance. This constitutes education as a process.

The question still remains as to what will be the greatest need of our schools after we have gained the extension of time. I should place next improvement in methods of teaching, so that the time of the pupil shall be used to the fullest advantage. I refer not so much to mere technical devices, of which we now have a surfeit, but to improvements due to the broader culture of the teacher, so that he may see the relations of things. The hall-mark of poor teaching is attempting to teach the subject severed from its intimate relations. If, as Wendell Phillips said, "Education is the only interest worthy the deep, controlling anxiety of thoughtful men," its service should appeal to men of the broadest and most liberal culture. Many bright minds are now half wasted upon law or business that might do needed work in the field of education.

Our next greatest need is such improvements in the course of study as will respond to the demands of our own generation. A stupid conservatism, a willingness to be ruled by the dead hand of the past, is one of our greatest dangers. The Spartans scourged the man who made any change in the rules of their ball-games, and they broke the lyre of Timotheus because it had eleven strings, while their customs allowed only seven. But Spartan predominance meant the decline of Greek civilization.

In our country we are slow to profit by the example of European countries in undertaking industrial education. Our conservatism and our complacency are standing in the way not merely of our industrial supremacy, but even of our industrial equality. The new interest in vocational training betokens much good to our people. This is not to take the place, in any wise system, of our present elementary education, but to supplement

it. In Germany, which is our most competent rival in manufacturing and commerce, the pupil who has finished the elementary course of study is required to attend "continuation schools," in which there is opportunity to take cultural studies along with those which prepare the pupil for a vocation. If we are to compete with Germany successfully in industry, such schools must, undoubtedly, form a part of our school system.

Yet we cannot allow our schools to come wholly under the domination of industrialism, especially of an industrialism whose direction is determined entirely by the employers of labor. This would lead merely to a new kind of slavery, in which the laborer would become a helpless part of a huge machine doing some small part of an operation that requires little initiative or intelligence, and with no future but the ceaseless repetition of a hopeless present. The anarchist is not usually an idler or an incompetent man, but a workman who longs for some chance for expression of his individuality and loathes the thought of being an infinitesimal part of a huge industrial organism. He wants time and the capacity for the enjoyment of rational pleasures and avocations. A scheme of education which neglects to assist pupils in this is a failure.

In fact, it is quite as important that a man should know how to spend his earnings and leisure as that he should gain skill and earning power as a workman. Economists say that we have passed from a deficit economic system to a surplus economic system; that is, that the industrial world now produces, by reason of improvements in machinery, transportation, and skill, more than is needed to supply the wants of the people where a short time ago there was always a lack of the necessities of life. One of the great problems of education is to prepare the laborers not only to produce wealth, but to exercise enough intelligence and skill so that they shall secure their share of the world's product and, having secured it, to use it wisely. Education must prepare the pupils not only to *acquire the means* for a full life, but also to *live* a full life. He who produces only, but takes no pleasure in consuming, is a dangerous citizen, likely to be found among those who are plotting against the peace of society. Along with superior skill to produce must be cultivated a delight in life, in art, literature, music, in the study of nature, and in social life.

By Alexander H. Bullock, Chairman of School Committee.

ONE of the things most needed to-day in the public schools is more co-operation on the part of the parent with the teacher. In order to produce the best results, the home and school must work together. The child, as a rule, receives its strongest impressions of what it ought to do from its parent, the influence of its teacher being of but secondary weight. If the parent encourages the child in its school work, the child will almost always try to learn, but if the parent pays no attention to the child's studies, the entire burden of awakening and holding the child's interest is thrown upon the teacher, and no matter how efficient she may be, she will sometimes fail.

A. H. BULLOCK.

The teacher begins the year with a new class of over forty children about whom she knows nothing. Considerable time must necessarily elapse before she can understand how to get at each one. With the parent to tell her the peculiarities of the individual child, her work would be much facilitated. Sometimes a child remains an enigma to the teacher, when a conference or two with the parent would enable her to understand it perfectly.

The co-operation of the parent with the teacher is very necessary in teaching the child to speak correct English. Many children in the schools use very poor English. They are properly taught at school, but when they get outside the walls of the schoolroom, they talk the language as they hear it spoken at their own homes and at the homes of their friends. The many ungrammatical phrases which we hear children use are not picked up at school. The parent could be of great assistance to the teacher, both by setting the child a good example and by calling the child's attention to its mistakes.

On the other hand, in the instruction of morals and deportment, the teacher can greatly assist the parent if the latter will co-operate with her. These are subjects which, from their nature, must be largely taught at home, but the school gives such instruction as it can in both. The teacher usually has a strong influence over the child and occasionally is able to succeed where the parent fails. If she were informed of the general nature of the child's shortcomings at home, she could be of material assistance to the parent in moulding the child's morals and manners.

Of course, there are many parents who co-operate with the teachers of their children in their school work, but unfortunately the great majority do not go beyond a scrutiny of term reports and an occasional inquiry. In some cities, Worcester among them, measures have been taken by the school authorities to bring parents and teachers nearer together, particularly in connection with kindergartens, but as yet no standard system has been adopted. Until some satisfactory system of general co-operation is found, it rests with the individual parent to seek out the teacher and work with her.

Institutions of Higher Learning.

Clark University.

Clark University is devoted to graduate work and fits for and confers the degrees of Master of Arts and Doctor of Philosophy.

PRESIDENT G. STANLEY HALL.

It concentrates its work upon the departments of mathematics, physics, chemistry, biology, psychology, economics and history and related branches.

It offers scholarships and fellowships, remitting fees and paying stipends to thirty promising graduates.

It fits for and has placed many young men in chairs representing the above topics in high and normal schools, colleges and universities.

It publishes several journals.

During its existence, eighteen years, its professors and students have been the authors of scores of books and hundreds of special monographs.

It admits all who hold an academic degree from a reputable institution without examination or other test.

It has had students from nearly every State and territory in the Union, and from many foreign countries.

For its register and pamphlets describing courses, conditions, and degrees, address Florence Chandler, bursar, Clark University.

Clark College.

IN the coming September Clark College will enter upon its seventh year. The six years past have seen a steady growth in its material equipment, its instructional efficiency, and in the interest of its students in the work and life of the institution. Furthermore, the last year has seen about twenty-five more students in attendance than any previous year. Some of the details of its policy are still in the shaping, but the college is no longer an educational experiment. The need for the distinctive opportunities that it offers is manifest; its success in meeting the requirements of its rather unique position has been more than gratifying; and the close of the present academic year finds it firmly established, with a retrospect that affords much satisfaction to those who have shared in the service it has thus far rendered, and a prospect of much greater usefulness and efficiency in the years to come.

PRESIDENT CARROLL D. WRIGHT.

While Clark College has always desired that its sphere of influence should not be confined to this immediate vicinity, but should be as wide-reaching as possible, the establishment of the college may very appropriately be

CLARK UNIVERSITY AND COLLEGE.

called a Worcester enterprise. The founder, Mr. Jonas G. Clark, was for many years one of Worcester's foremost citizens. It was in Worcester that his long-cherished plan of establishing an institution of higher education matured, and he seems to have had in mind particularly the education of the youth of Worcester and Worcester County when he took the first steps toward carrying out his plans. Mr. Clark did not live to see the collegiate department of Clark University established, and the perfecting of the details of its organization fell to the lot of his successor as President of the Board of Trustees, the lamented Senator George F. Hoar, whose name is indissolubly linked with the beginnings of the college. Senator Hoar was in turn succeeded as President of the board by the Honorable Stephen Salisbury, and at the present time the President of the Board of Trustees and all its other officers are Worcester men.

It is not necessary in this article to comment at length on the distinctive features of Clark College. It is, so far as we know, the first college in the country to offer exclusively a three-year course, and the first in which intercollegiate athletics have been barred from the beginning. The salutary effects of the latter policy are evident to the men of the Clark faculty who have struggled with the athletic problem in other institutions. The idea that an institution without intercollegiate athletic contests must breed a race of sickly or emasculate students has been abundantly disproven already by the experience of these first years. And it may be remarked in passing that these words are written by a member of the faculty who was irrepressible as a student in the intercollegiate athletic enterprises of his own college, and who came to Clark to scoff at her athletic policy, but now remains to pray. Another thing that the college's short experience has emphatically disproven is the somewhat current notion that any attempt to reduce the length of time required to complete an academic course must involve a loss of efficiency and a consequent lowering of the standard of scholarship. It has not been an altogether easy matter so to adjust the time and work of the college, but it has been done. With its low tuition, and the absence of certain features of college life that demand the expenditure of money, Clark makes its chief appeal to men of limited means. Yet while it offers its advantages for a low price, it has much to offer. Of all the hundreds of colleges in the country there is probably none with so small a student body that possesses so large an endowment and teaching force. The writer does not know of any small college where it is so easy for an instructor to obtain funds at all times for new equipment in the way of books or apparatus. The faculty is made up of young and vigorous men who came to Clark fresh from the experience of the graduate schools, and most of whom have by now had time to reconcile the often conflicting methods of the research worker and the teacher. The doctor's degree stands in no especial honor among the members of the Clark faculty, yet if one will compare the faculty list for next year, as it will appear in the July number of the college bulletin, the Record, with that of any other New England college, great or small, and note the percentage of those who hold the doctorate from first-class universities, the writer doubts if any of the other colleges will make an equal showing. Of course, it does not follow that the holder of a higher degree is necessarily an efficient teacher, but its possession, if it has been conferred by a worthy institution, is a pretty good guarantee that the holder understands his subject, and this is the prime requisite in a teacher. It is the constant effort of the administration of the college to secure for its faculty men who not only understand the branches that they teach, but know how to teach them. No college, of course, can claim to have a model faculty, or to give perfect instruction, but the student's opportunities at Clark for securing first-class instruction are of the best. A "poor man's college" has always to resist a tendency toward utilitarianism. It is a natural inclination on the part of the youth who comes to college with barely enough funds to carry him through, and sees no provision for his support afterward, to single out some subject whose mastery promises to secure him a livelihood, and pursue it to the neglect of his other studies. How strenuously the faculty of Clark College has resisted this tendency may be seen from the able article of Dean Bentley in the April number of the Record, "On the Approach to the Seventh Year of Clark College," which is fairly respresentative of the faculty's ideals.

The people of Worcester may congratulate themselves on the fact that they have a thoroughly live college in their midst, and one that is securing recognition throughout the country for the character of the work that it does. There are scores of graduates of the older colleges in Worcester, and some of them, it may be, regard the founding of Clark as a perhaps uncalled-for venture in an old and well-cultivated field. If any citizen of Worcester chances to hold this view, let him look somewhat carefully into the work of the college, and we believe that he will speedily decide that Clark has a very real and legitimate field in New England, and that it is doing its work well. It enters into competition with no other college. It does not bid for students. But to those who come to its gates it is offering faithfully and successfully what its founder wished it to provide "at a moderate cost, and in a three-year course, a practical education, which shall fit young men for useful citizenship and their work in life."

Holy Cross College.

The College of the Holy Cross, founded in 1843 by the Rt. Rev. Benedict Joseph Fenwick, second bishop of Boston, is the oldest Catholic college in New England. It was incorporated by the State Legislature in 1865,

with power "to confer such degrees as are conferred by any other college in this Commonwealth, except medical degrees."

REV. THOMAS E. MURPHY, S.J.

The cornerstone of the college was laid June 21, 1843, the oration being delivered by Rev. Charles Constantine Pise D. D., pastor of St. Peter's Church, New York, and a former chaplain of the Senate of the United States. The first President of the college was Rev. Thomas Mullady, S. J., from 1843 to 1845, and the present President, Rev. Thomas E. Murphy, S. J., succeeded Rev. Joseph F. Hanselman, S. J.

The system of education was founded on the famous *Ratio Studiorum* of the Society of Jesus, whose members direct the institution and constitute the entire teaching staff.

The college course comprises four years of prescribed studies, with a few elective courses in the last year. The completion of a four years' high school course (classical) usually fits a student for entrance.

The formation and training of character is considered of first importance; hence, moral training and religious instruction receive special attention. The wisdom of this provision was emphasized by President Roosevelt when he said, at the commencement exercises, June 21, 1905: "It is eminently characteristic of our nation that we should have an institution of learning like Holy Cross, in which the effort is consistently made to train not merely the body and mind, *but the soul of man, that he shall be made a good American and a good citizen of our great country.*"

Physical training is amply provided for by a well-equipped gymnasium, equal to the best in New England, football and baseball fields, tennis courts, etc. Physical instructors and experienced trainers are also provided. A representative of the faculty exercises general supervision of this department, and will see that students do not become so engrossed in athletics that their studies might be neglected or their health suffer in any way.

Worcester Polytechnic Institute.

WORCESTER Polytechnic Institute, founded in 1865 by John Boynton of Templeton, Mass., received its first entering class just forty years ago, in 1868. It began its existence as an almost purely local institution; but it has now grown to be one of the leading engineering colleges of the United States. Since its establishment it has received gifts from citizens of Worcester, supplemented by state donations, which have made possible the enlargement of its facilities for instruction, and have enabled it to keep pace with the tremendous progress that has taken place in the last thirty years in all matters pertaining to professional and technical education. In some respects it has been and is a recognized leader; its methods have been extensively copied; its graduates have, in many instances, found employment in prominent institutions of a similar character. Its facilities are equal to those of any other engineering college considered either as a means of educational discipline or for the training of the technical expert; and in some departments its facilities are superior to those of any other institution either in this country or in Europe.

The courses of study offered are designed to meet the wants of those who wish to become mechanical engineers, civil engineers, electrical engineers, or chemists, and also, incidentally, of those who desire to become mathematicians, physicists, or designers.

The Institute owes its origin and character to a conviction on the part of its founders and those who have since directed its course, that the then little thought of but now almost universally adopted "laboratory" methods of instruction are likely to produce far better results than those previously in use, especially when applied to the preparation of young men for the technical professions. The underlying principle which controls the work of the Institute is that courses of study and laboratory exercises may be arranged which will furnish all the intellectual training that is of real use in the so-called "liberal" education, and which will at the same time equip the young man with a good knowl-

HOLY CROSS COLLEGE SCENES.

edge of the sciences specially relating to his chosen profession, together with a considerable amount of actual practice in that profession; and, as the latter is always under the direction of competent instructors, whose sole object is instruction, and as it advances side by side with the student's knowledge of the theoretical principles involved, this practical training must necessarily be, hour for hour, many times more productive and valuable than professional experience acquired under the old method.

After an experience of more than a quarter of a century, shared as it has been in later years by nearly every institution of learning in the country, the validity of this general principle is attested by the professional standing and recognized skill of more than 1200 graduates.

The Institute attaches the greatest possible importance to the laboratory methods in connection with the various courses of study; and the various buildings have been designed and equipped with a view to making as effective as possible this branch of the instruction offered.

On a tract of land about fifteen acres in extent in the northwestern part of the city, on an elevation which provides a beautiful site for the purpose, are situated eight buildings devoted to the work of the Institute. These buildings are as follows:

PRESIDENT EDMUND A. ENGLER, OF WORCESTER POLYTECHNIC INSTITUTE.

BOYNTON HALL,

devoted to the offices of administration, the library of general reference, recitation rooms, and the rooms of the department of civil engineering.

THE WASHBURN SHOPS,

including pattern, machine, and forge shops and foundry.

In the use of a workshop as furnishing an essential part of the training of the mechanical engineer, this institution was the pioneer in this country, and its facilities for this training as embodied in the Washburn Shops are probably at the present time more extensive than are to be found in any other.

The shop buildings include forge shop, tool rooms, drafting and designing rooms, painting and finishing rooms, and large machine-tool rooms for work in both wood and metals.

The pattern-making department is equipped with benches, each supplied with hand tools. A full equipment of the latest forms of machine tools, comprising planers, saws, mortising machines, and all other machines necessary for working in wood, is available.

In the machine rooms are lathes, planers, shapers, milling machines, drills, gear cutters, and a full supply of standard gauges, threads, and measures.

In the forge shops are forges and heavy vises, shears, power hammer and swage blocks, for use in common.

During the past two years the entire arrangement of the interior of the shops has been changed, and the equipment, already extensive, has been increased. A special room has been fitted up which is devoted to class work with seniors in the subject of shop management, a unique feature and a course which cannot be duplicated in any other school.

THE FOUNDRY,

erected in 1902, a brick and granite building with structural work of steel, connected with the shop by means of a tunnel. It is equipped with cupola furnaces, crucible furnaces, cranes, hydraulic elevator, core ovens, pickling vats, and rattlers. It is complete in every

respect, and is believed to be the most modern foundry equipment possessed by any educational institution in the country.

The Washburn Shops, besides furnishing the student with practical work, are conducted as a business enterprise, and are engaged in the manufacture of standard machine tools on a commercial basis, giving employment in pattern and machine shop, in forge and foundry, to a large number of skilled workmen, and thus affording the students constant contact with commercial methods and standards.

The Salisbury Laboratories,

devoted to the department of chemistry and physics, a four-story building fully equipped for the uses of these two departments.

the hydraulic laboratory, erecting and testing laboratories, cement-testing laboratory, a laboratory for testing materials of construction, a laboratory for testing properties of small samples of metals and other materials, a gas engineering laboratory, and a general laboratory for experiment and research in connection with power transmission. Besides these, the building contains a mechanical drawing room, a freehand drawing room, a room for machine design, recitation rooms, a large lecture hall, a department library, and the headquarters of the department.

The Non-Magnetic Laboratory,

designed for conducting electrical experiments which require freedom from magnetic or electrical disturbance. This building is constructed of stone, with cop-

GENERAL VIEW OF WORCESTER POLYTECHNIC INSTITUTE.

The department of chemistry is amply provided with rooms and laboratories for carrying on its special work. These include general, analytical, organic, industrial, sanitary and gas laboratories, and many rooms well equipped for research work.

To the work in physics are devoted laboratories for elementary and advanced work, lecture and recitation rooms, and small rooms for meetings, photography, photometry, spectroscopy, and special research.

Within the past year this building has been entirely remodeled and now furnishes to the departments of chemistry and physics room and facilities for the constantly increasing number of students.

The Mechanical Engineering Laboratories,

with a basement and three floors. Here are situated

per sheathing, copper nails, etc., and no iron or steel whatever is to be found in or about the building. It is under the general charge of the department of physics.

The Power Laboratory,

centrally situated, containing a boiler room, an engine room, with experimental steam engines and direct connected units for electric light and power, and a subbasement for receivers, condensers, and steam pipes. This building is connected by tunnels with all of the other buildings, and supplies all of them with heat, light and power.

Electrical Engineering Building.

This building, finely located at the northerly end of the Institute grounds, is the largest building devoted

exceptionally to electrical engineering to be found in any college in the world. The cost of building and equipment is about $250,000, and it offers unexcelled facilities in the study of electrical engineering in its various branches. The general laboratory is 200 feet in length, and is served by a ten-ton electric traveling crane. Including its galleries this room has a floor area of nearly 20,000 square feet. The experimental equipment of the general laboratory provides over fifty generators and motors, including all the extra types, forty transformers of various types and sizes, over two hundred instruments, two storage batteries, and a large collection of special machinery and apparatus. This equipment is arranged with special standardized terminals and circuits, so that any combination of circuits, instruments and apparatus is readily secured for experimental purposes. The heavier machinery is placed upon the main floor, while the galleries are used for experimental work involving the lighter machinery, or for special work which it is desirable to remove slightly from the main floor and yet keep in close touch with this equipment. The power for the laboratory is supplied at 2200 volts by underground cables from the power laboratory of the Institute, where there are three service units supplied with steam from four boilers, aggregating about 600 horsepower. The electric railway equipment, a feature quite new in electrical engineering laboratories, provides facilities for research and experiment in this rapidly growing branch of electrical engineering. A portion of the equipment is a double-truck, four-motor interurban car designed particularly for experimental and testing work, placed upon tracks which are directly connected with the tracks of the Worcester Consolidated Street Railway Company. The car is fully equipped with special apparatus, and is available for experimental testing work either on the test stand or on the lines of any electric railway. In the other departments the electrical engineering laboratory provides facilities which are complete and are fully up to date; and they are in some respects superior to those now to be found anywhere else in the world.

W. P. I. EXPERIMENT AND TEST CAR AND ENTRANCE TO LABORATORY.

In addition to these, the buildings of the Institute include a dormitory known as Newton Hall, a short distance from the Institute; and the hydraulics laboratory, situated at Chaffinsville, about five miles distant, containing an 80 horse-power turbine, meters, wires, and other apparatus used in conducting hydraulic tests and experiments. Here the Institute owns a water privilege, which makes it possible to conduct hydraulic experiments at suitable seasons of the year with a head of water sufficient for all practical purposes on a commercial scale.

SCENES AT WORCESTER POLYTECHNIC INSTITUTE.

Libraries.

Besides the extensive library of general reference and the department libraries of the Institute, the Free Public Library of Worcester, containing 150,000 volumes; the Library of the American Antiquarian Society, of Worcester, containing 100,000 volumes, and the Library of the Worcester County Mechanics Association, are accessible to students and all others connected with the Institute.

Courses of Study.

The Institute offers four-year courses of instruction in mechanical engineering, electrical engineering, civil engineering, chemistry, and general science, upon the satisfactory completion of any one of which the degree of Bachelor of Science is conferred.

Student Organizations.

A branch of the Young Men's Christian Association has had a long and flourishing existence at the Institute. Weekly meetings are held.

The Athletic Association has general charge of all athletic matters among the students. Football, baseball, basketball, track athletics, and tennis are encouraged within proper limits. Officers are chosen from among the students, acting with an Advisory Board of members of the faculty and alumni.

The mechanical engineering, electrical engineering, and civil engineering societies of the Institute hold fortnightly meetings. Addresses are given by students, alumni, resident and non-resident engineers, and others whose experience and training are along

W. P. I. ELECTRICAL ENGINEERING BUILDING.

The work of the Institute is carried on under the direction of a faculty of eighteen professors, twenty-two instructors, and numerous assistants in the laboratories. The work in all courses is based on a broad foundation of mathematics, French, German, English, chemistry, drawing, physics, political science, and civil government.

Instruction is given by means of text-books, lectures, recitations, conferences, and practical work in workshops and laboratories. Each course requires, as a condition of graduation, the preparation of a thesis involving original research.

Post-graduate courses are also given leading to the degrees of M.S., M.E., E.E., C.E., and D.Sc.

lines of work related to engineering in its various branches.

The Greek letter societies are represented at the Institute by Phi Gamma Delta, Sigma Alpha Epsilon and Alpha Tau Omega fraternities, each of which has a club house of its own, and by three local fraternities.

Publications.

The Institute publishes an annual catalogue, giving full information concerning details of the courses of instruction, equipment, occupations of alumni, and all necessary information. It is supplied gratis on request.

The Institute publishes also an illustrated pam-

phlet containing some twenty views of buildings, laboratories, and grounds, accompanied by descriptive statements.

The students of the Institute, under the direction of a committee of the faculty, publish a bi-monthly magazine called "The Journal of the Worcester Polytechnic Institute," which is devoted to engineering and scientific progress, and contains articles of value to the engineering profession as well as a current account of Institute activities.

The alumni of the Institute now number about twelve hundred, of whom over 90 per cent. are engaged in work for which their training at the Institute actually fitted them.

Among the earlier graduates are to be found superintendents, managers, partners, and proprietors of almost every variety of industry.

Many are chief engineers, chief draftsmen, and designers. More than a score are practicing lawyers, chiefly patent lawyers; and almost without exception these have served as examiners in the United States Patent Office, where there are always representatives of the Institute alumni.

The more recent graduates begin their life work as foremen, draftsmen, inspectors, and assistants in office, shop, field, and laboratory. Many in recent years have entered the profession of teaching along the lines of drawing, mathematics, science, mechanical engineering, or electrical engineering, and are now filling important positions in high schools, normal schools, and universities. The demand for graduates of the Institute is constant, and at times is far in excess of the available supply.

Prosperous alumni associations have been organized in Worcester, Boston, New York, Philadelphia, Washington, Chicago, Cleveland and San Francisco.

The activities of the Institute extend far beyond the limits of actual instruction of students, inasmuch as members of the faculty are frequently called in consultation in important scientific, engineering, and commercial work outside of the Institute. The reputation of the members of the faculty in their special fields causes great demand for their services as consulting engineers and specialists.

One of the first schools of its class in this country, the Worcester Polytechnic Institute is still in the front rank of engineering schools, although the progress that has taken place during the past quarter of a century in all matters pertaining to professional and engineering education has been very great.

For its educational exhibits at the Pan-American Exposition at Buffalo, N. Y., in 1901, at the Interstate and West Indian Exposition at Charleston, S. C., in 1902, and at the Louisiana Purchase Exposition at St. Louis in 1903, gold medals were received.

In the management of the workshops, as well as in its physical, chemical, engineering, and other laboratories, the Institute is an exponent of modern progress; and it is confidently believed that in the execution of the general plan outlined above, it offers advantages for thorough practical training that are well worthy of being considered by all who contemplate entering one of the branches of the profession of engineering. Within a few years its courses of study have been enlarged and extended, its facilities for instruction more than doubled; and under the direction of its President, Dr. Edmund A. Engler, and its corps of able teachers and investigators, the Worcester Polytechnic Institute is sure to remain—as it has heretofore been—a very important factor in the development of professional and technical education.

Worcester Academy.

WORCESTER as an English name suggests education, and already in the new world the repeated name has gathered to itself an association that bespeaks great educational interests and movements. As a conserver of education Worcester Academy was among the very first founded and is the oldest institution of its grade, or higher even, in the city. Seventy-four years ago Worcester Academy was chartered and began its work with contributions aggregating $5000. The present location of the school is its third; the original site of sixty acres in the southerly part of the city being exchanged in 1853 for the old building of the Antiquarian Society on Summer Street, which in its turn was abandoned in 1869 for a portion of the property now owned and occupied by the Academy.

D. W. ABERCROMBIE.

The stability of this Academy has been maintained by the steadfastness of its boards of trustees, and its present cosmopolitan attendance, its superiority of equipment, its devotion to ideals, and its eminent position among the many schools of the Commonwealth is the result of the life work of its present Principal, Dr. Daniel Webster Abercrombie, who has not only been a part of its life, but who has given to it its life and energizing power. The Worcester Academy is just entering upon its seventy-fifth year. During that time but three men, Isaac Davis, Hon. Joseph H. Walker and the Hon. Francis H. Gaskill, have served as presidents of its Board of Trustees. The latter has but just begun his work, although for many years an honored and faithful member of the board. Such service in length of time and effectiveness is worthy of note. When Dr. Abercrombie came to the school in 1882, there had preceded him more than a dozen principals, the longest term of service of any being

ten years. It is a far cry from the humble buildings and small endowment which Dr. Abercrombie found to the magnificent plant of to-day. The contrasts are tersely stated in a recent address. "The first contrast is therefore thus stated:—One building and two acres; eight buildings and twelve acres. Following and second contrasts:—Value of Academy property in 1882, about $100,000; value now about $750,000. Then there were some forty in attendance, now there are enrolled annually over 250. Then, about five or six boys went to college annually, usually to Brown; now, between thirty and forty each year. Then the students came from few States, principally Massachusetts; now from thirty-three States and nine foreign countries. Then there were four teachers besides the principal; now sixteen, and four administrative officers in addition. Then the annual income was $6500; now over $104,000."

The intrinsic and sentimental advance has been equally marked.

The spirit of loyalty among students and alumni has quickened and increased. The deeper things of life, always insisted upon, have grown into the daily life of the school.

All these changes have been rapidly summarized thus: The most prominent fact in the history of education in New England during the last twenty-five years, barring Dartmouth College, has been the rise of Worcester Academy.

The school's ideal is true cultural scholarship, and annually it is represented on the honor rolls of our leading colleges. The Academy has at no time given itself over to the vicious habit of passing examinations and not doing actual work. In the words of the principal, "The aim of the school is to train the imagination, and the true deep sentiments of youth, to touch and call forth individuality."

GROUP OF WORCESTER ACADEMY BUILDINGS.

In a practical way, Worcester Academy should appeal to the citizens of Worcester who would send their sons to a school where they might mingle with boys from all parts of the country, or even of the world. At their very door Worcester Academy offers all that could be asked for.

Rapid as have been the changes in Worcester Academy in material advantages and in intrinsic values, the end is not yet.

Carpet-Making in Worcester.

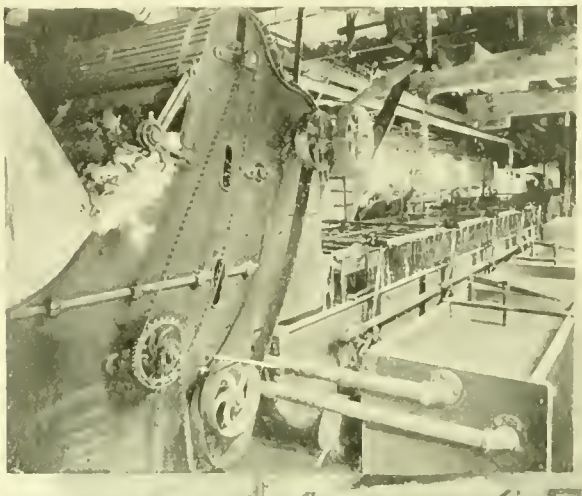
M. J. Whittall.

Of the millions who walk upon carpets and rugs, and the thousands whose business is to buy and sell them, but a very small part ever enter a carpet mill or have any idea of the process of manufacture. We purpose in this article to describe the operations and procedure required for producing Wilton and Brussels carpets and rugs from the wool up to the finished products. We shall take our readers through a mill noted for high excellence of quality—in fact, one that has turned out the best grades ever since the founder and present head of the concern started manufacturing in a very small way over twenty-five years ago. We refer to the mill of M. J. Whittall, on Brussels Street, Worcester.

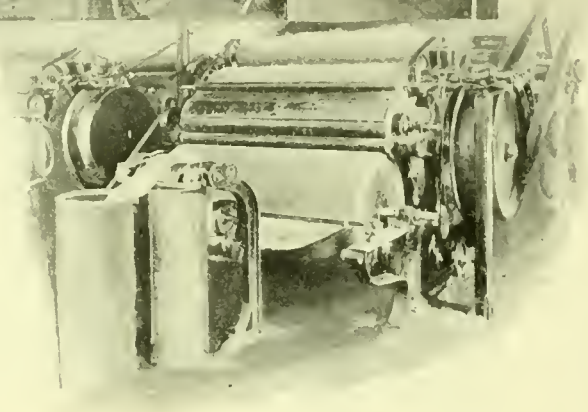
The bulk of the raw material which enters into the construction of a Wilton or Brussels carpet is wool, which usually comes from countries in the East. As soon as it starts on its process of manufacture the bales are handed over to a skilled workman, called, in the technical term of the carpet trade, a "sorter," who divides the wool into different colors, lengths and grades suitable for each specific purpose. When sorted the wool passes on to the washing process, the machine used in which is a long, narrow tub or bowl, fitted with oscillating devices, on the prongs of which the wool is carried forward until it arrives at a part of squeezing rollers, which squeeze out the dirt and water and pass the wool onto another similar bowl and squeeze rollers, until it has gone through four such machines. It is then conveyed without any handling to a dryer, which consists of a long, narrow box with traveling wire aprons, upon which the wool is evenly laid and carried slowly through this machine at a high temperature and thus thoroughly dried.

Upon the completion of this process the wool is sent by a system of blowers and piping to the carding room, where it passes over a series of steel rollers of different sizes, upon which is wound, technically, "card clothing," or, to the uninitiated, a series of fine steel wire points similar to a wire hair brush, which open and carry forward the fibres until they come off the front end of these rollers looking very much like a spider's web.

This is then taken to the gill, which is a machine for straightening out the fibres or simply a combing process, which leaves all the fibres parallel to each other.



Wool Washing.



Wool Carding.

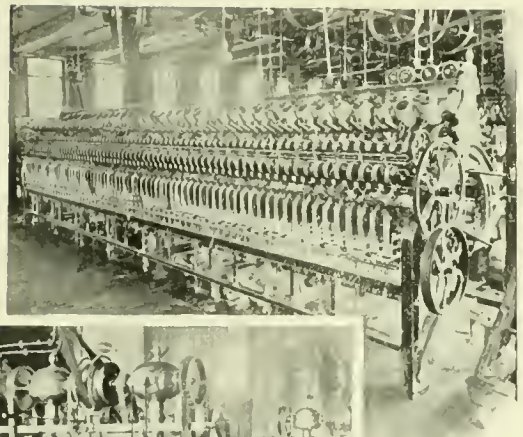
After going through several of these machines it is then ready for the combing machine, which divides the short wool from the long; the long fibres go into the Wilton and Brussels carpets, while the short fibres or noil are used in other fabrics.

Following this process the stock goes to the drawing and spinning frames, where the fibres are drawn together in rope form, gradually reducing the circumference of the rope until it is finally spun to whatever size is desired.

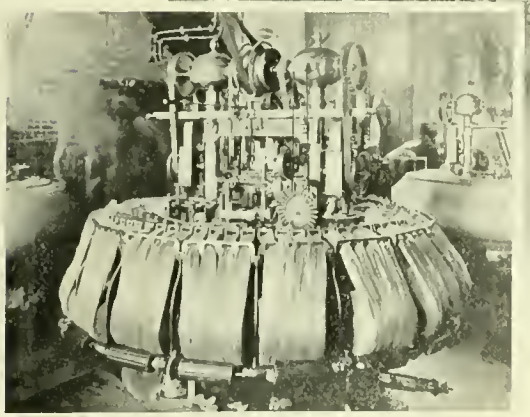
After the yarn is spun, to strengthen the fibres so as to enable it thoroughly to weave into carpets, two of these spun threads are twisted together, and then three threads of the latter are redoubled, making in all one thread composed of six spinning threads. The yarn is then ready for dyeing.

The first process in the dyehouse is to run the yarn through the washing machine, where it is cleansed. It is carried through the machine on a metal apron, washed with olive oil soap and is scoured thoroughly to remove all grease. The skein is then passed through a couple of bowls of clean water to free it of all soap and grease. The washed skeins are slipped on sticks, which are carried to the dyeing machine and placed in position. The cage containing the skeins is lowered into the bath, and the coloring liquid is forced through the yarn, permeating every part of the fibre. The yarn remains about two hours in the liquor, which is kept constantly boiling to insure a fast color. It is still impossible to dye some colors by machinery, but the greater number of the colors are dyed in this way. Every new color is tested in the mill laboratory

Wool Sorting—Wools from Persia.



Spinning Worsted Yarn from Wool.



Wool Combing.

and is tried out before being used. It is tried as to fastness to light, purity, and durability. Germany supplies most of the coloring materials, but a considerable quantity is also purchased in America.

When the dyeing is completed the yarn is taken to the drying machine, where it is hung loosely on long poles, and instead of being passed directly through the machine from end to end it is moved up and down inside an immense iron box, while a current of warm air is passed through it by fans. The yarn takes about two hours to go through the machine, and when taken out is perfectly dry.

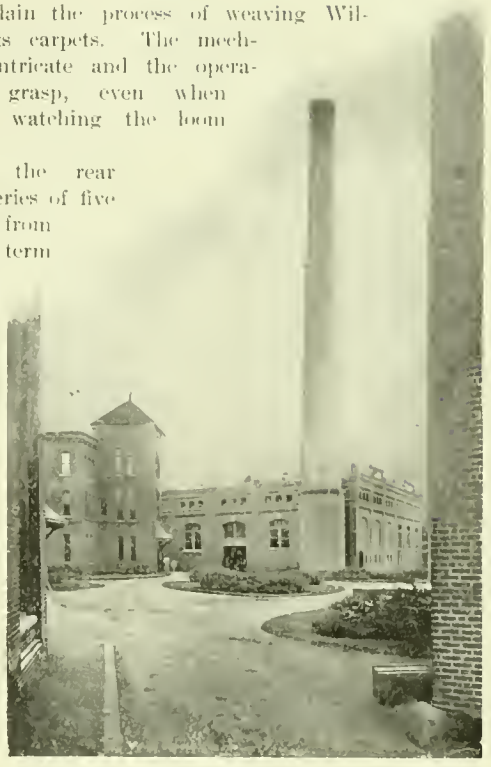
With the yarn dyed and dried it has gone through all the preparatory process, and is ready for what may be termed the actual carpet and rug manufacturing department. We say this because many carpet mills purchase the yarn in its finished condition and only do the work of weaving it into carpets. In fact, none but the very large concerns carry out all of the processes of manufacture of yarn from the raw wool.

The following interesting and valuable article describes all the manipulation and processes required in the designing, weaving and finishing of the fabrics up to the point of shipment:

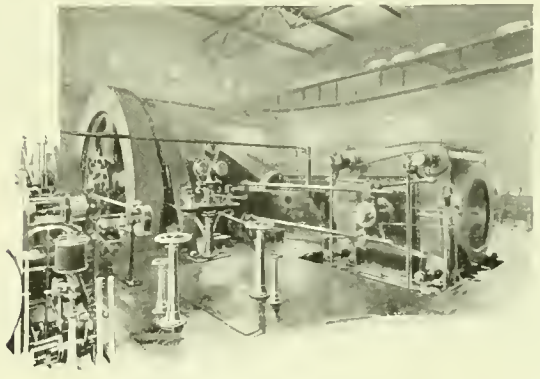
The yarn is taken into the carpet weaving mill in skeins. These are first placed on reels in the winding room and wound on spools of a uniform size ready for the loom.

The yarn being taken to the loom we will endeavor to explain the process of weaving Wilton and Brussels carpets. The mechanism is very intricate and the operation hard to grasp, even when one is actually watching the loom in motion.

There is in the rear of the loom a series of five frames, and it is from these that the term "five frame" is derived. (It is the standard of quality, although this particular mill has many six-frame looms, and some in which as many as eleven frames can be operated.) Each of these frames is filled with the spools on which the yarn was wound, as we described when it left the winding machine. Ordinarily each frame contains but a single color, but sometimes spools of another color, or another shade of the same color, are introduced, and the frame is then said to be planted.



Power Station.

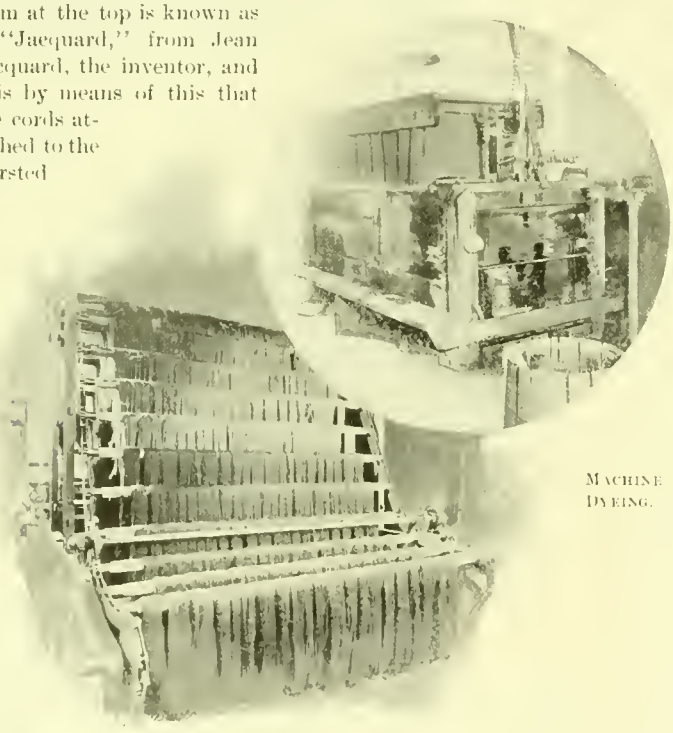


Interior of Engine Room.

Whittall Mills, 1908.

Yarn Winders.

All the worsted used in the carpet runs from these frames through the various guides you see into the loom. One of these guides, you will note, is a veritable maze of cords, extending from the body of the loom upward to the mechanism at the top. These cords are known as the "harness," and each thread of worsted as it comes into the loom passes between two of them. The mechanism at the top is known as a "Jacquard," from Jean Jacquard, the inventor, and it is by means of this that the cords attached to the worsted



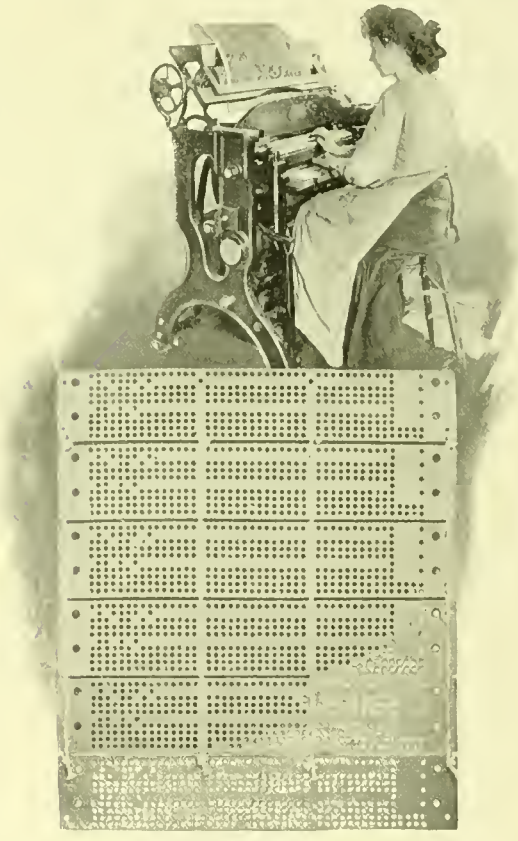
Machine Dyeing.

Worsted Yarn Dryer.

are raised when that particular color is to appear on the surface of the carpet.

To explain this we shall be obliged to leave the loom for a moment and refer you to the cut on this page, where you will see a girl seated at a machine with a design before her. This design is drawn on paper which is divided into squares about an eighth of an inch each, which are discernible even through the paint of the design, and the perforated slips of cardboard, like those in a pianola (picture below her), are a reproduction of the tiny squares in the design, but so arranged that when placed in the Jacquard previously referred to, they lift the card carrying the particular strand of worsted that corresponds to the same color in paint on the design. These cards, as you will note by reference to the cut of the loom, are laced together in an endless chain, just one repeat of the pattern in length and hang like festoons from the Jacquard.

On the mill floor in front of the frames you will see an immense spool, or beam, as it is technically known. The linen threads forming the warp of the carpet are wound on this. This portion of the loom is not very different from one which weaves ordinary cloth. That is, the warps play up and down and the shuttle throws a thread crosswise, interlacing the two, and were it not for the Jacquard we should have simply a smooth piece of cloth. But after the shuttle has thrown a strand of linen across, the Jacquard machine, acting under direction of the cards, selects all the colors of worsted to be used and holds them aloft, very much like the effect shown at the back of the picture of the loom, as the worsted comes off the frames, until a long wire is inserted crosswise, which forms the loop we see in the Brussels carpet. These wires remain in the fabric until there is no danger of the loop being drawn down, and are then pulled out by an almost human mechanism and again used in turn in forming new loops.



Cutting the Pattern from Artists' Designs. Cards on Which the Pattern Has Been Cut.

After each motion of the shuttle the mechanism in the front of the loom from which the worsted is seen to emerge moves forward, delivering a blow which compacts all the threads in the fabric.

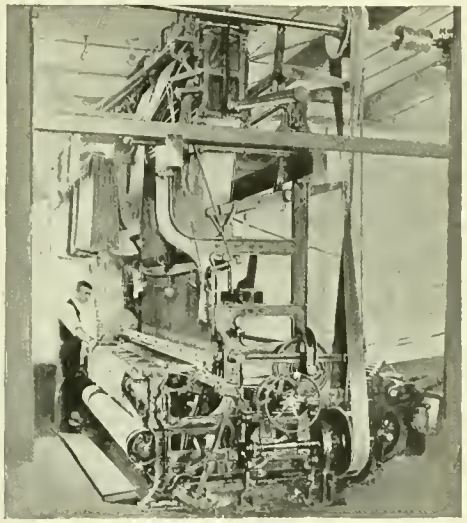
We have described above the weaving of Brussels carpet. Wilton carpet is woven practically the same, except that there are three motions of the shuttle instead of two, and the end of the wire which forms the loop carries a knife which cuts the loops as the wire is being withdrawn. Of course, the stock in a fine Wilton is much heavier than that in a Brussels.

There are many kinds of Wilton looms, but they do not differ materially, except in the case of the one referred to.

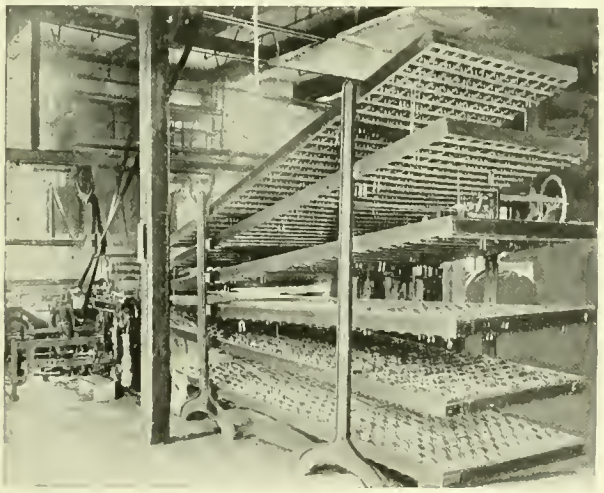
This loom will weave goods nine feet wide, and instead of the wires being thrown in from the side, they are stationary along the front, and gradually cut the loops as they are formed and forced

back on the wire. This particular mill can turn out any width of carpet up to nine feet.

The quality of Brussels and Wiltons is affected in many ways. The standard is known as a five-frame. Six frames are sometimes used, especially in this mill, which makes a specialty of a very fine Wilton rug, known as the Anglo-Persian. The extra frame is, however, used principally to obtain the additional color effects, which are absolutely necessary in reproducing fine Oriental effects in rugs. The size of the yarns used in each frame, and whether it is made up of two or three strands, however, is more important than the number of frames. Standard qualities have 256 threads in the width and nine or ten wires per inch in the length, but it is possible to put in as many as fourteen wires, which is done in the Anglo-Persian rug above mentioned in order to imitate the fine knot of the Kermanshah and Tabriz rugs of Persia.



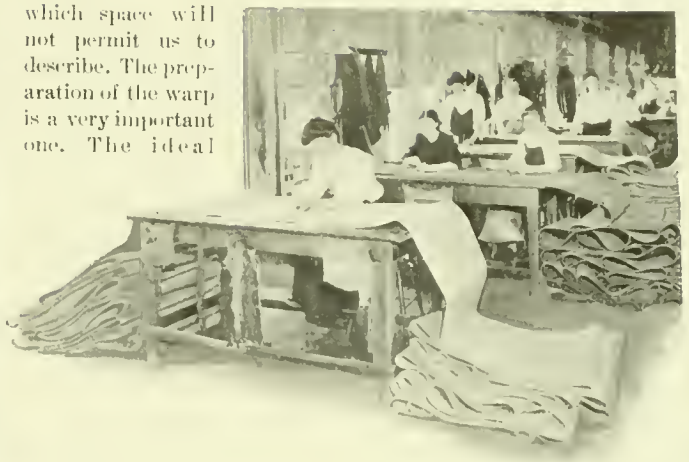
Carpet Loom, Front View.



Carpet Loom, Rear View.

When the loom has completed sufficient carpet for a roll it is stopped and the large beam you see at the front containing it is lifted off and the roll sent to the finishing department, where it is carefully examined for imperfections. One would hardly recognize the cloth at this stage, for instead of the beautiful, clean, level solid face which has made the Wilton of this mill so justly famous we have a fuzzy, lustreless fabric. But this is quickly changed. Through immense steam chests, which force live steam through the back, causing the pile to stand erect, and under knives revolving so fast that they are invisible, which remove all that is superfluous on the surface, the carpet passes and repasses until it loses all appearance of having been woven, and resembles more some highly polished marble. This high finish is, of course, only possible in the highest grade, where the maximum fineness of stock is used, but even the cheaper grades of Wilton and the Brussels emerge from the process marvelously improved.

There are a good many minor processes and matters of interest which space will not permit us to describe. The preparation of the warp is a very important one. The ideal



Inspection Department.

fabric is made stiff enough to stand up well enough in stock and feel well to the customer, but not too stiff to sew. The disagreeable odors so common to many carpets, and such an annoyance to dealers, are not possible under the process used in these mills.

Machine shops, wire-working, box-making and general woodworking departments, even a printing establishment, are noticed, and it almost seems as if carpet manufacturing, at least in these mills, embraced every kindred process back to the point where the raw material was yielded up by Mother Earth.

An interesting and vital feature of the mill is the coloring department, for it is just here that many an otherwise well organized mill has come to grief. It even transcends the designing department in importance. Everyone knows that it is neither the quality of the canvas nor the paint which decides the value of a painting. It is just as true in carpets. Thousands upon thousands of pounds of worsted dyed ready for instant use may be seen here. Some of the shades are so close that none but an expert could distinguish between them. Yet it is necessary, and is the real secret of success in coloring. Every day in the year, and we suspect some of the nights as well, the employees of the Whittall mills are aiming to produce some heretofore unthought of combination of color, or to catch the elusive gleams from some fine old Oriental fabric.

"Perfection" and "not good enough" are the orders, and no expense is spared in following them.

Finished Product in Cut Order Room.

The business was founded by its present owner in 1880. Mr. Matthew J. Whittall, a native of Kidderminster, England, came to this country in 1841 as superintendent of the Crompton Carpet Company of this city, with whom he remained until 1879, when the company was dissolved. He then determined to try his fortunes as a manufacturer, and with this end in view paid a visit to his native land to purchase the necessary machinery for a plant of twelve looms, and on his return leased a portion of what was then known as the Wicks Mill, and started in 1880 in the manufacture of Wilton and Brussels carpet in a small way.

By perseverance and good management he was enabled in 1883 to build the first portion of the mill now known as the Whittall Mill No. 1, and transferred thereto the looms which he had in the Wicks Mill, adding twelve more, making a plant of twenty-four looms.

Mill No. 1 is now the only wooden structure connected with the plant, all the other mills being of brick. It is 250 ft. long and 60 ft. wide, and two stories high.

In 1885 he purchased the Edgeworth Mill to manufacture carpet yarns, in which Mr. Alfred Thomas is his partner. The Edgeworth Mill is 115 ft. long, 60 ft. wide, and three stories high. Later he purchased the Worcester Carpet Mill, which is adjoining, and annexed to the Edgeworth Mill the Pakachoag Mill, which is about 110 ft. long, 60 ft. wide, and three stories high.

A wool storage and sorting building 110 ft. by 60 ft., six stories high, was built in 1905, and a woolen plant 132 ft. by 73 ft. was added to the Edgeworth Mill in 1907.

In 1889 Carpet Mill No. 2 was erected, 250 ft. long, 60 ft. wide, and two stories high.

In 1891 Mill No. 3 was erected of the same dimensions. In 1891 Palmer Carpet Mill, Palmer, Mass., was purchased, adding twenty-four more looms to the plant, this time making a total of 147 carpet looms.

In 1901 the Worcester Carpet Company, consisting of two carpet mills, and the Pakachoag Spinning Mills, then owned by W. J. Hogg, but originally owned by the Crompton Carpet Company, were purchased, and thus Mr. Whittall became the owner of the business of which twenty years previously he acted as superintendent.

In 1906 a modern dye-house, 225 ft. by 75 ft., was built, with all the latest facilities, and also a new power house of 2250 boiler horse power. Both steam-driven and water-driven electric generators were added to the plant, doing away with the three small power houses which originally furnished power.

An addition of about 175 ft. by 60 ft., three stories high, was added to the Worcester Mill and more looms were purchased.

His son, Matthew P. Whittall, has been associated with Mr. Whittall in business since 1899.

The product of the mills is sold through the salesrooms at Union Square, New York city, in charge of Mr. Arthur W. Cole, and a Pacific coast agency in San Francisco, in charge of Mr. N. L. Walter.

The mills now run 250 carpet and rug looms, and employ 1150 people.

The great progress made along the lines of civic betterment during the past few years leaves no room for doubt as to the great value of the co-operation of volunteer civic organizations with city officials in checking the influence of all special interests inimical to public welfare. These organizations of whatever sort and to whatever end, have served a double purpose in bringing about better municipal conditions—they have first helped to create an atmosphere which has encouraged individuals bent on reforms to enter the field of public service, and have then upheld the hand of those individuals after they have achieved official responsibility.—Mayor David P. Jones, of Minneapolis, in "Charities."

Board of Trade New Officers.

AT the May meeting of the directors of Worcester Board of Trade the officers for the year were elected. Mr. George F. Brooks succeeds Mr. George F. Booth as president, Mr. J. Russel Marble succeeds Mr. George F. Brooks as vice-president and Rev. John L. Sewall of Randolph succeeds Mr. Herbert M. Sawyer as secretary.

GEORGE F. BROOKS.

Mr. Brooks, who is at the head of the organization, is one of the best known manufacturers in Worcester. He is treasurer of the Harrington & Richardson Arms Company, a member of the Board of Aldermen from Ward 10, and for many years has been a prominent figure in Worcester's business and political life. He was for several years a member of the School Committee, being its chairman for one year and at that time was an important factor in the development of the public school system, which underwent several important changes during his connection with the committee. He is a native of New Hampshire, being born in Rindge, received his public school education in Winchendon, attended a business college in Worcester and resigned a position as teacher in Howe's Business College to become bookkeeper for the Harrington & Richardson Arms Company, of which he is now the general manager and treasurer. He has been a member of Worcester Board of Trade for a number of years, has served on several important committees and has the business qualifications and public spirit that eminently fit him for the head of this important organization.

Mr. J. Russel Marble, who becomes vice-president, represents the mercantile interests of Worcester, so that the organization has a manufacturer and merchant in the offices of president and vice-president. Mr. Marble is a Worcester man, reared in commercial life, at the head of a large and important wholesale and retail business, and a man of exceptional activities. As a director of the Board of Trade, he has done valuable work. He has always taken a deep interest in the organization, is a thorough believer in it and, as chairman of a committee, accomplishes things. An illustration of this is shown in the manner in which the Railroad Committee has brought results through his chairmanship. Mr. Marble is a progressive

J. RUSSEL MARBLE.

man, and in whatever he starts to do, he does in the most vigorous way, and by his determined stand upon public matters has won many points for the Board of Trade in its endeavor to legislate for the benefit of the people.

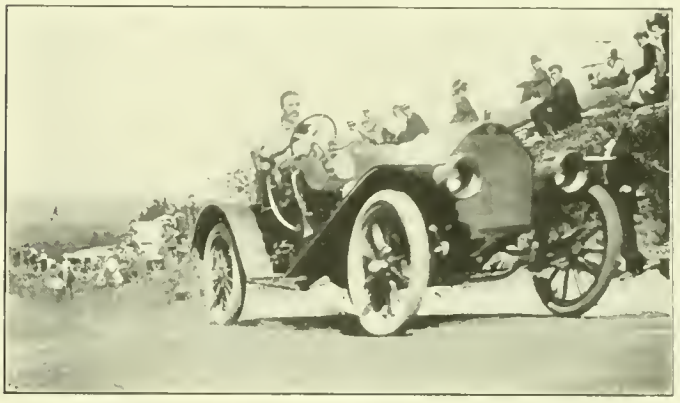
Rev. John L. Sewall is a Vermonter by birth and early education. He graduated from Dartmouth College in 1877, being a member of the Psi Upsilon fraternity, also a Phi Beta Kappa man. After teaching two years in Olivet College, Michigan, he completed his theological studies at Andover Seminary and began ministerial work in Vermont, removing in 1888 to Plymouth in this State. While here he received and accepted an invitation to become managing editor of the Golden Rule, now the Christian Endeavor World. After a year's work upon that paper he spent five years in ministerial work along church extension lines in St. Louis and Kansas City, Mo. Returning east in 1896, he became pastor of the First Church in North Brookfield, remaining until the closing of the large shoe factory there and the resultant lessening of population. While there he became well acquainted with Worcester and actively interested in the Congregational Club, of which he was a member. During the recent years of his pastorate in Randolph of this State, Mr. Sewall has increased the literary activities which have been his constant avocation since college days; taking charge of various matters of publicity in connection with religious organizations and doing special work for the magazine pages of the Boston Transcript. He has always been deeply interested in the practical problems of good citizenship and civic affairs, and has made extensive studies of the immigration problem, publishing some of the results in a series of papers in the Congregationalist. He is a member of the Pilgrim Club of ministers and of the Congregational Club of Boston, and has lately been made chairman of the Industrial Committee of the State Association of Congregationalists. For the last six months he has been acting, temporarily, as field secretary for the New England Sabbath Protective League, and was in charge of arrangements for the field day of that organization which was held in this city last January. Mr. Sewall's family includes a wife and five children, one daughter being a graduate of Mt. Holyoke College in 1906, and two other daughters being now undergraduates in Smith and Mount Holyoke Colleges. He will not remove his family to Worcester before the autumn.

REV. JOHN L. SEWALL.

Winners in Automobile Hill Climb.

THE hill-climbing contest, the most important automobile event in New England for the test of the machine, which took place at Dead Horse Hill in Worcester and Leicester, Saturday, June 6, brought to Worcester many trophies for the excellence of the Worcester sold cars at this widely known event.

John S. Harrington, who entered the Thomas-Detroit, Stevens-Duryea and Corbin cars, was the most prominent Worcester winner, six cups being turned over to him, four for the Thomas-Detroit and two for the Stevens-Duryea. He also was given four certificates for second place with these make cars. Jesse O. Noreross, of the Noreross Garage, was given two cups for his wins with the Buick, and F. Dewey Everett was awarded the custody of the Worcester county championship cup, which he will hold until next year. Everett drove a Stanley car in event 9, which was the amateur event, making the mile in 1 min. 16 sec., being but 4-5 of a second ahead of John S. Harrington in a Thomas-Detroit. Other cups awarded by the hill climb committee of the Worcester Automobile Club go to manufacturers sending cars to Worcester.



JOHN S. HARRINGTON DRIVING HIS RED BIRD.

As was expected, the Stanley steam car won the free-for-all event, open to cars of all types and powers. The car was driven by L. F. Baldwin, who made the mile-hill in 57 2-5 seconds and later in the day in an

STANLEY STEAMER MAKING HILL RECORD.

MURCH & HIDDEN'S PEERLESS IN 1.16.

exhibition mile won it in 55 3-5 seconds, which is now the record of Dead Horse Hill. The Macker-Tyler Company, which represents the Stanley, was well pleased with this result. The Peerless car, which is represented by Murch & Hidden on Central Street and was driven by J. B. McKenney, won event 2, open to gasoline cars of from 40 to 60 h.p., in 1 min. 16 sec.; was second in event 5A, free for all, for amateurs with gasoline stock cars, the car being driven by J. F. Snow in 1 min. 18 4-5 sec. McKenney in his Peerless also won event 15, open to gasoline cars selling above $4000, the mile being made in 1 min. 15 1-5 sec. The Thomas-Detroit, which is represented by John S. Harrington, won event 1 in 1 min. 15 sec. and event 5A in 1 min. 18 2-5 sec., event 12 in 1 min. 15 sec., event 13, 1 min. 16 1-5 sec. The Stevens-Duryea, also represented by Mr. Harrington, won event 3 in 1 min. 15 sec., was fourth in event 7 in 1 min. 6 3-5

THOMAS-DETROIT BLUE BIRD IN RECORD CLIMB.

sec., which was the free for all; won event 14 in 1 min. 15 sec. and was fourth in event 16, for the record of the hill, in 1 min. 5 4-5 sec., this race being won by the famous Chadwick Big Six in 1 minute flat.

The hill climb has come to be an important automobile event and brings to Worcester more makes of automobiles than any other similar event in the East. The only other event which in any way compares with it is the famous Wilkes-Barre hill climb in Pennsylvania. The record for Dead Horse Hill was made in 1906, by Sam Stevens in a Darracq car in 1 min. 1 2-5 sec. This year that record was beaten five times, twice by the Big Chadwick Six and three times by Stanleys in competition and exhibitions. Stevens' mark for the hill went by twice in one event alone—the free for all—57 2-5 seconds and 59 seconds, then later in the record for the hill event—1 minute—and twice in exhibition.

The attendance is estimated at about 20,000, stretching from the start to the finish line and the events were run off without accident or incident. The track was in perfect condition and the cutting of the record of two years ago was expected.

Review of Current Events

May 1.—New England baseball league opens season in Worcester with local team defeating Fall River 14 to 0.

City Treasurer DeWitt Clinton receives check for $22,764 from the State Treasurer in settlement of the Worcester Armory claim against the State.

Dr. Charles Homer Perry dies at home, 900 Main Street, after week's sickness from pneumonia, aged 73 years.

May 2.—Worcester Academy wins interscholastic track and field games in Harvard stadium, scoring 28 points to Andover 27.

Holy Cross beats Harvard, 3 to 2, in annual ball game on Fitton field.

May 3.—Rev. Arthur L. Weatherly, pastor of South Unitarian Memorial Church for the past eight years, resigns to accept the call to All Souls Unitarian Church at Lincoln, Neb.

May 4.—Mayor James Logan appoints Romanzo Thayer and William J. McDowell inspectors of police.

Wachusett Boat Club House at Lake Quinsigamond sold to M. J. Finnigan for $13,140.

Citizens no-license committee formulates plans to prosecute the enforcement of the no-license law in Worcester.

Worcester City Council refers to its legislative committee a protest from the anti-merger league against the merger of the New York, New Haven & Hartford and Boston & Maine railroads.

George H. Ward Relief Corps celebrates twenty-fifth anniversary at Grand Army Hall.

Holy Cross Dramatic Society presents Cardinal Wiseman's play, "The Hidden Gem," before fashionable audience at Franklin Square Theatre.

May 5.—Worcester Automobile Club has annual meeting and re-elects John P. Coghlin, president.

Speaker John N. Cole of the Massachusetts House of Representatives gives address before Men's Union of Old South Church.

Clark College and students have fifth annual banquet at State Mutual restaurant, with President Carroll D. Wright as principal speaker.

May 6.—Gen. A. B. R. Sprague elected commander of Massachusetts Commandery of the Military Order of the Loyal Legion of the United States, in Boston.

American Baptist Home Mission Society has thirtieth annual meeting at First Baptist Church.

Rev. John E. Dodge, founder of Adams Square Congregational Church, dies in Westboro, aged 63 years.

Hillcroft, home of Mr. Henry S. Pratt, 157 Burncoat Street, destroyed by fire, together with contents of residence; total loss estimated at $25,000.

May 7.—Harry Seymour Ross, acting principal of Worcester Academy, selected to succeed Henry Lawrence Southwick as dean of Emerson College of Oratory, Boston.

Worcester Chapter of the Honorary and Scientific Society of Sigma Xi, organized at Worcester Polytechnic Institute, with 18 members, taken from the Institute faculty and instructors and installed by Prof. Edward L. Nichols, of Cornell University, president of the National Sigma Xi.

Mrs. Joanna W. Fletcher, 96, widow of Otis Fletcher, a real daughter of the Revolution, dies suddenly at home of her daughter, Mrs. Jennie A. Fay, on Stafford Street. Her father was Gideon Beaman, who was in the Revolutionary army and guarded the British prisoners at Rutland.

Woman's American Home Mission Society holds 30th annual meeting at First Baptist Church and elects Mrs. G. W. Coleman, Boston, president.

Swedish Gymnastic Club holds annual prize drill and gold medal is won by Willard Erickson.

The New England Associate Alliance of Unitarian Women hold annual meeting at First Unitarian Church and elect Mrs. Alma Faunce Smith, Manchester, N. H., president.

May 8.—Massachusetts Supreme Court decides action of New York, New Haven & Hartford Railroad illegal in securing control of six street railway companies in Massachusetts, including the Worcester & Webster and Webster & Dudley companies.

Worcester branch of the National Metal Trades Association has banquet at State Mutual restaurant with Prof. Herman Schneider, dean of College of Engineering at University of Cincinnati, as principal speaker, his subject being "Industrial Co-operative Education."

Sheriff Robert H. Chamberlain stricken with apoplexy while talking with W. S. Dadmun and W. W. Brown at former's store, 520 Main Street, his left side being paralyzed.

May 9.—Democratic convention of 3d Congressional District held in A. O. H. Hall and Edward H. O'Brien of Worcester and John O'Gara of Spencer chosen delegates to Denver convention, with James F. McGovern, Worcester, and M. L. Henry, Auburn, alternates.

Worcester Polytechnic Institute sophomores win interclass track meet at Worcester oval, while ball game goes to Amherst Aggies, 7 to 4.

Twentieth Century Club holds annual meeting and banquet at State Mutual restaurant, Rev. Dr. A. S. Garver being elected president. Dr. Isadore Coriat of Boston discusses faith healing in its various forms, and Col. Elijah W. Halford, President Harrison's private secretary, spoke on "The Army in the Philippines."

May 10.—New church of the Friends' Society, Chatham and Oxford Streets, dedicated, with dedicatory sermon by Rev. Dr. Benjamin F. Trueblood of Boston, and addresses by Worcester pastors.

May 11.—Worcester High School Athletic Association holds class meet at Worcester oval, which is won by class of 1907, scoring 58 points to 23 1-3 for the juniors, 19 for sophomores and 7 1-3 for the freshmen.

Denholm & McKay Company give minstrel show in Franklin Square Theatre for the benefit of the charity fund, with every seat on the floor and boxes disposed of.

Young Women's Christian Association holds annual meeting and re-elects Mrs. Charles H. Morgan president.

May 12.—Worcester Theatre Association directors hold annual meeting and elect Mr. Carl Bonney secretary and treasurer. An entirely new board of directors was elected, the interest of the association passing into the hands of F. A. Drury and Carl Bonney, representatives.

May 13.—Holy Cross sophomores win annual debate of the Philomathic Debating Society, the question, "That free trade is a wiser policy than protection in the United States," being decided in the affirmative.

Worcester District Medical Society holds 104th annual meeting and elects Dr. William G. Reed, of Southbridge, president.

Worcester Speedway Club entertained at Grafton Country Club by Harry W. Smith.

May 14.—Directors of the Board of Trade organize for year by election of Mr. George F. Brooks, president; Mr. J. Russel Marble, vice-president, and Rev. John L. Sewall of Randolph, secretary.

William M. Cole, at the head of the English department in South High School, appointed to the chair of accounting at Harvard University.

May 16.—Rensselaer Polytechnic Institute of Troy, N. Y., defeats Worcester Polytechnic Institute in dual games at Worcester oval, 69 1-3 to 56 2-3.

Worcester Speedway Club opens matinee racing season at Greendale track with seven events.

Hassam Paving Company awarded contract to build 60 miles of road on Long Island for Vanderbilt cup and automobile race. The contract amounts to $2,000,000.

May 17.—Hon. James H. Vahey lectures at Franklin Theatre before Worcester Catholic Woman's Club, on "The Duties of a Catholic Citizen."

May 19.—Speaker John N. Cole, Hon. Louis A. Frothingham and Robert Luce, Republican candidates for Lieutenant Governor, speak before Worcester Republican Club in Washburn Hall.

Public Education Association holds annual meeting and elects Dr. Samuel P. Capen of Clark College, president.

May 20.—Rev. Daniel F. McGillicuddy gives lecture in Tuckerman Hall on "Thibet," showing views for the first time in the country.

May 23.—Holy Cross defeats Yale 1 to 0 in most interesting ball game seen in Worcester.

May 24.—Gen. Newton Marvin Curtis, of New York, delivers annual Memorial day address at Mechanics Hall before George H. Ward Post, G. A. R.

Memorial services for Worcester Aerie, F. O. E., held in Franklin Square Theatre, with Hon. J. J. Fitzgerald of Pawtucket and Rev. Owen A. Hill of Holy Cross College as speakers.

Rev. William F. Dusseault, of Lynn, delivers memorial address before Spanish war veterans, Worcester members of Massachusetts militia and Worcester Continentals at First Baptist Church.

Court Notre Dame, Co. F, celebrates 25th anniversary with parade, religious services and banquet.

May 25.—Capt. George W. Hubbard, formerly armorer at State armory, appointed aide-de-camp on staff of Commander-in-chief C. G. Burton, of National Encampment, G. A. R.

First car of milk shipped by trolley from Charlton to Worcester under new law giving trolley lines right to carry milk.

May 26.—American Antiquarian Society votes to buy 60,000 square feet on Salisbury Street at the intersection of Park Avenue and Regent Street, upon which to erect a new building for the society.

May 27.—Major Frederick G. Stiles, organizer of Co. E, in the old 42d Regiment, President of the Worcester Light Infantry Veteran Association for quarter of a century, and prominently identified with temperance work, dies at his home on Harrington Avenue, aged 82 years, 10 months. He was born and lived his entire life in Worcester.

David Brainard Howland, formerly editor of Worcester Gazette and a native of Northampton, dies at Worcester Insane Hospital, aged 47 years.

May 28.—Holy Cross and Seton Hall play 14-inning ball game, with score 1 to 1. Foley and Ferry did the pitching.

Miss Georgie A. Bacon, of Worcester, elected President of the Massachusetts State Federation of Woman's Clubs at the annual meeting in Boston.

Miss Anna Waite Lovell, daughter of Mr. and Mrs. Luther M. Lovell, made deaconess of Episcopal church, being the first in the Western Massachusetts diocese.

William Ripley Gibson, oldest inmate of Odd Fellows' Home, dies aged 93 years. He was born in Groton, became an Odd Fellow in 1845 and was admitted to the home in 1895.

Veteran Odd Fellows' Association has first banquet at State Mutual restaurant, with Hon. Alfred S. Pinkerton presiding. Among the 102 Odd Fellows present were 68 who had been members of the order 28 years or more, 19 who had been Odd Fellows 35 years or more, one, N. H. Chandler, who has been an Odd Fellow 41 years, and one, Hiram R. Williamson, 44 years.

May 29.—Memorial exercises held in Worcester public schools, with Grand Army veterans as speakers.

May 30.—Karl Schmidt wins Southgate memorial cup at opening tournament of Worcester Golf Club.

Peter Dolan, 55, found in vacant lot off Grafton Street and investigation shows that he was murdered.

Worcester New England League team wins from Brockton two games, 3—0, 1—0.

Holy Cross beats Dartmouth in 5-inning game, 3 to 0, in a drizzling rain, with 6000 people looking on.

Worcester Academy wins Brown Interscholastic meet in Providence with 61½ points.

Statue to Jerome Wheelock, inventor of the Wheelock engine, who died in 1902, unveiled in Grafton, with oration by Mr. John B. Scott.

Clara Barton, of Red Cross fame, takes part in Memorial services in Oxford.

Worcester Post, G. A. R., and kindred organizations, observe Memorial day with exercises at Soldiers' Monument, Gen. Chas. W. Wood being the orator.

Harvard Weld crew defeats Worcester high school crew three quarters of a length in 7.58 in annual mile and a half straightaway eight-oared race at Lake Quinsigamond.

Board of Trade Necrology

DR. C. H. PERRY.

DR. CHARLES HOMER PERRY, one of the most widely known and best liked physicians in Worcester, died at his home, 900 Main Street, May 1, after a short sickness from pneumonia. He was the first physician to settle in Worcester outside the so-called center, from 1874 until 1895, being located at 813 Main Street and from 1895 up to the time of his death, at 900 Main Street, so that his entire Worcester practice was from a section of the city more than a mile from the so-called center. The greater part of Dr. Perry's professional activities took place in Worcester, where for 35 years he was one of the most familiar figures on the streets of the city, hurrying to or coming from his attendance on suffering humanity. The vast scope of such a work cannot be summarized. It is best known to those whom he has served and comforted, to those whom he has brought into this world, and to the friends and relatives of those whom his ready sympathy and assiduous care have aided to bear the blow which could not be averted.

Dr. Perry was educated in the public schools and fitted for college at Worcester Academy; was graduated from Brown University in 1859; took up the study of his profession in the medical department in the University of Pennsylvania at Philadelphia and later in the medical school connected with Bellevue, New York.

While connected with the New York hospital the Civil War began, and Dr. Perry, in answer to a call for volunteers, enlisted in the United States Navy as assistant surgeon in 1861 and served throughout the war and served 26 months under Admiral Farragut on the gunboat Kennebec and the receiving-ship Ohio; also served under Admiral Porter, being on the Susquehanna nine months; was in many important battles of the war, principally at New Orleans and Fort Fisher.

After the war Dr. Perry returned to Bellevue Hospital, where he completed the course and graduated in 1866; first two years of practice were in Webster, then for five years in West Medway, during which time he took a post-graduate course in the Harvard Medical School; came to Worcester in 1874 and opened an office at 813 Main Street. His rise in the profession was rapid and he became recognized as the leading physician in Worcester in the minds of many. His library is said to be the best private medical library in the city. As a student few were his equal; he was a member of the Massachusetts Medical Society, American Academy of Medicine and American Medical Association; was a charter member of the G. A. R. Post at West Medway and member of George H. Ward Post of Worcester; was a member of the D. K. E. Fraternity at Brown University; Worcester County Commandery, Knights Templars, and the affiliating Masonic organizations; was a member of Worcester Board of Trade and Worcester Economic Club.

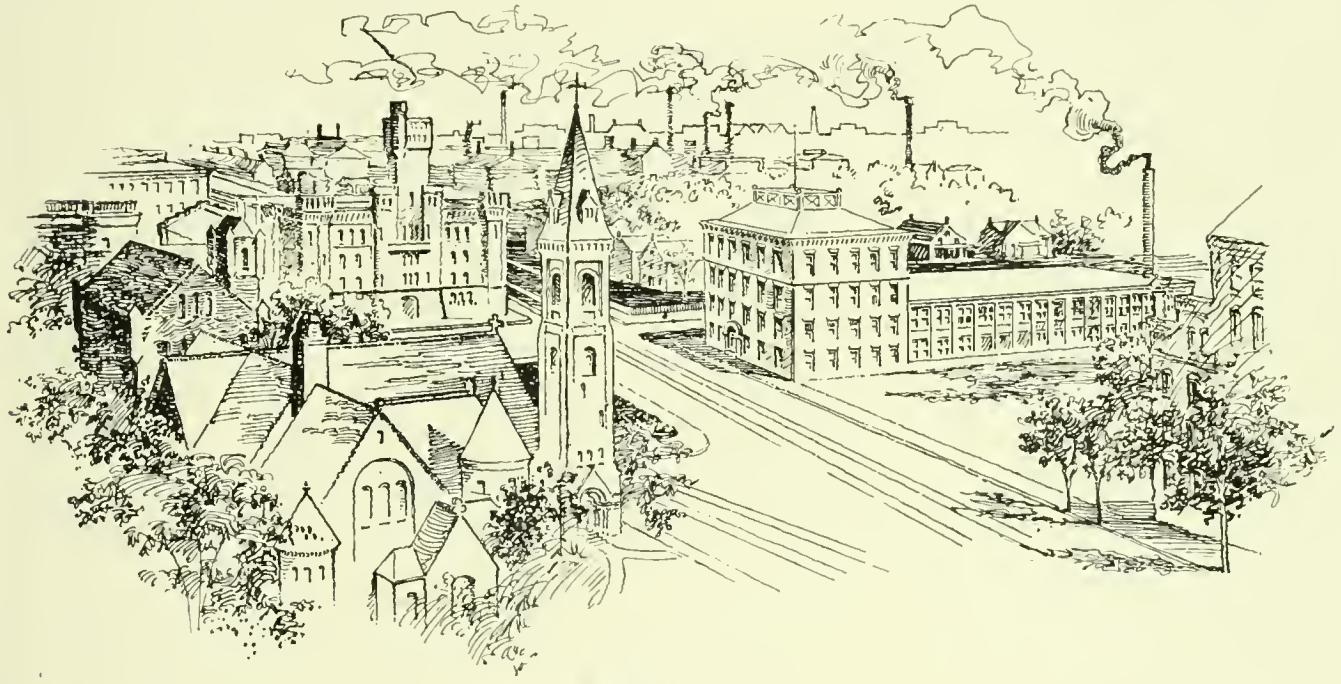
Dr. Perry was married April 24, 1869, to Miss Clara C. Thayer, oldest daughter of Hon. Eli and Caroline M. Thayer, and a sister of Mr. John Alden Thayer; besides his wife, he was survived by two sisters, Mrs. Mary A. Tourtelotte and Mrs. Anna C. Coburn.

The funeral of Dr. Perry was one of the largest that has taken place in Worcester, and took place at Pilgrim Church. There were present upward of 500 friends, including large delegations of physicians in Worcester and vicinity, and of the organizations with which he had been connected during his lifetime. The services were conducted by Rev. Clifton H. Mix.

Report of Commission on Industrial Education.

The Worcester Commission on Industrial Education, appointed by Mayor John T. Duggan, June 25, 1907, as a result of a petition to the City Council, made a report to the City Council Monday night, June 15. The report sets forth the petition to the City Council, signed by the Worcester Public Education Association, Worcester Board of Trade, Worcester County Mechanics Association and the Worcester Metal Trades Assocation, also President Carroll D. Wright of Clark College, and 125 other citizens and 108 women interested in industrial education. This report asked for the appointment, by the Mayor, of a local Commission on Industrial Education, to consist of nine members, "citizens of Worcester, who are known to be interested in industrial education and are familiar with the manufacturing and mechanical needs of the city of Worcester, whose duty it shall be to confer with the State Commission on Industrial Education, and report to the City Council a plan, with estimates and details, for an industrial school for boys and girls in Worcester."

On this petition an order was adopted by the City Council,



INDUSTRIAL SCHOOL.

April 3, 1907, providing for the appointment of such commission, which was done by Mayor Duggan June 14, 1907, and is composed of Milton P. Higgins, Charles F. Marble, Cornelius J. Carmody, George I. Alden, John P. Casey, O. W. Norcross, John R. Back, John M. Buckley and Rufus B. Fowler. It is composed of four manufacturers, two educators, two representatives of labor and one lawyer. The Commission at the Board of Trade rooms, June 25, 1907, organized by the choice of Mr. Milton P. Higgins, chairman, and Mr. Charles F. Marble, Secretary. After frequent meetings, several conferences with representatives of the State Commission, and examinations of plans, the Commission made the following report: —

Resolved:

1st: That the city of Worcester be requested to provide industrial education through independent trade schools for both girls and boys.

2nd: That, in view of the fact that such an undertaking fully carried out would involve much time and money, the city of Worcester should undertake, at first, the establishment of one industrial school for boys, to be ready for occupancy by the opening of the next school year, September, 1909, or before.

3rd: That the object of this trade school shall be to produce efficient, skilled, mechanical workmen, thoroughly trained and competent, who shall have also mental discipline and education adapted to vocational pursuits.

4th: That this school shall be conducted in suitable shops and school-rooms combined in one building.

5th: That owing to the prominence of the metal trades in this locality and the fundamental character of the machinist trade, the trade school first established should be for the training of boys over 14 years of age, in the machinist trade, including such instruction and practice in draughting, pattern making, tool making, die sinking, iron moulding and blacksmithing as are required in connection with the thorough training of a competent, intelligent, all-around machinist.

6th: That it is desirable that a suitable building be secured for occupancy by September, 1909, or before if possible, for the machine trades, and with the expectation that provision for the building trades and other trades may follow.

7th: That the following is a tentative plan for instruction for a four years' course in a school for the thorough practical training of machinists during a period corresponding to the high school age, the training of the school to be divided between practical shop work and school-book work. At least half of the time will be devoted to mechanical work under the best conditions for the pupil's advancement in high-grade, practical skill. The other half of the time must include whatever is devoted to text-book work, recreation or play, drawing, excursions to shops and factories, athletics, art or music. Only the month of August will be allowed for vacation. Saturday afternoon is free from all school duties. But the life of the pupil must be devoted to interesting subjects, pleasurable change and earnest productive work in his vocation.

Your Commission believes that the proposed industrial education will give Worcester boys and girls who wish to engage in industrial work in early life as good preparation for their careers as is now given the high school pupil for his college course.

It is believed that such a half time trade school will meet the needs of a large proportion of our community, who think they must leave the public school to earn a living, and that this type of school will eventually prove to be the proper expansion of our public school facilities, which at present are only adapted to a professional or academic course.

Industrial Training for Girls.

In accordance with the provisions of the order specifying the appointing of this Commission, consideration has also been given to the question of industrial education for girls. Two of the most important phases of such education are: training and care in the management of the home, and definite preparation for some form of industry. Every girl is associated with a home, and in later life may be called upon to take charge of a home. To perform her proper work in this sphere intelligently and economically, training in the household arts and sciences is necessary. It is no longer possible for girls to obtain this in many of the homes of to-day, so that if they gain it at all, they must acquire it elsewhere. Schools of domestic science have been most successful in this direction. A school for this purpose would have courses in sewing, cooking, housekeeping, decoration and kindred subjects.

An increasing number of girls are obliged to go to work either as soon as they reach the age of 14 years or within a few years afterwards in order to support themselves or assist in the support of the rest of the family. To meet the needs of such girls, definite domestic science and trade instruction is needed so that they may obtain a living wage and have opportunity for advancement. According to the report of the State Commission appointed by Governor Douglas, to investigate the subject of industrial and technical education, it was shown that of the children between the ages of 14 and 16 that were engaged in industry in this State, about 45 per cent. are girls, so that there would seem to be nearly as many girls needing this instruction as there are boys. Investigation has shown that there is even less opportunity for apprenticeship in the trades open to girls than in those for boys. The work of the girls' industrial schools already established in this and other countries, shows that it is possible to give girls from 14 to 16 such training that they may enter upon trades like those of millinery, dressmaking, machine-operating, pasting, etc., at much higher wages than they would have received at the same age had they entered the trade earlier, without training, or had they attended the ordinary public schools. At the same time the opportunity for advancement is greater as they understand all the operations required in the making of a complex article, instead of only one operation upon which they may have been engaged. Trade training also makes it possible for girls to enter many industries requiring skill on the part of the operatives from which they would otherwise be debarred; without this training they would be compelled to accept work in those industries in which less skillful operatives are required and lower wages are paid.

In addition to the fact that the wages received by trained girls are higher than those of the untrained, there is also a moral side to the question which is even more important. In many industries it is difficult for girls who are unskilled to secure a living wage. Industrial training for girls may mean all the difference between a life of usefulness and respectability, or one of worthlessness. In the words of the report of the State Commission of Investigation: "If the standard of the working women in the State of Massachusetts is to be kept up to the high level which it has maintained in the past, more opportunities for industrial training must be offered to our girls."

Definite training for the duties of the household or for skilled industries and the habits of application therein acquired will inevitably make girls more reliable and more responsible in after life, whether it be their lot to become wives and mothers, or to continue in industrial work. Such training and the associations of the school may also be the only means of imparting to many girls the culture or taste for culture which should be one of the objects of all education.

As in the case of the boys' school, a part of the time in any industrial girls' school would be spent in the class room in the study of such branches as English, arithmetic, history, science and other subjects which seemed fitting.

Your Commission feels that the need of industrial training for girls is scarcely less urgent than that for boys, and refrains from recommending the establishment of an industrial school for girls at this time because of the expense. We are of the opinion that this question should, however, receive favorable consideration when the finances of the city will permit.

General Remarks.

We do not think that the best educational training for active industrial life is to be attained by great elaboration of organization or by pretentious buildings beyond the effective and present needs of the school; therefore, the plans submitted for the first building have been studied with reference to the best provision for the present and near future.

However, we propose that the site secured shall include sufficient land for largely extended facilities and the accommodation of greatly enlarged numbers in the various trades as needed in the future. Our plans for a building may be outlined as follows:

The floor plan of the building is 50 feet by 200 feet, the frontage to consist of a substantial, plain building, 50 feet by 50 feet, four stories high. From this front building there extends a two-story building 50 feet by 150 feet, of substantial modern mill construction, with abundance of light and ventilation, the central object being to provide ample room and shop conditions of strictly modern character.

In this two-story building all mechanical practice of the students may be carried on under *real shop conditions*. The four-story front building is designed for office use and school rooms, according to plans submitted with this report.

After a careful study of the law through which we are entitled to State aid for the maintenance of such industrial schools as are needed by Worcester, your Commission found that an amendment to the State law was desirable.

Accordingly a petition was presented to the Legislature for an amendment as follows, viz.:

"Any city or town may also establish independent industrial schools in charge of a board of trustees, which shall have authority to provide and maintain such schools. Such schools, if approved by the Commission on Industrial Education as to location, courses and methods of instruction, shall receive reimbursement as provided in Section 4, of Chapter five hundred and five of the Acts of the year nineteen hundred and six."

The petition for this amendment was signed by Carroll D. Wright of Worcester, Charles F. Marble of Worcester, George H. Martin of Boston and Milton P. Higgins of Worcester.

The proposition to amend the State law had the approval of the State Commission on Industrial Education, and met with no opposition, so far as we know. This amendment now forms a part of Senate Bill No. 335, recently enacted by the General Court, and is now approved by the Governor. The delay in the passage of this bill has made it impossible to make this report at an earlier date.

The Site for the Proposed Trade School.

The subject of sufficient land, both for present and future requirements, and a desirable location, has required much time and study by your Commission.

A site and location adapted to the various needs of industrial education in all branches, is that situated on Grove Street, extending easterly on Concord Street to Prescott Street, then southerly to the factory of the Hobbs Manufacturing Company; also extending east of Prescott Street to the Boston & Maine Railroad.

This lot has a frontage on Grove Street near the Armory and opposite the Woman's Club of over 200 feet. The lot contains about 66,404 square feet, and is now occupied by the W. H. Sawyer lumber yards.

If this location is purchased, it will be desirable to erect at first a building on the corner of Grove Street and Concord Street, 50 feet wide by 200 feet long. The part of the building on the *corner* of Grove and Concord Streets, 50 feet by 50 feet, would be a substantial building four stories high, while the building extending easterly from this four-story building along Concord Street would be 150 feet long by 50 feet wide and at present only two or three stories high.

Attached to this report is a sketch showing the appearance of this first section of the building if erected in this location.

The Commission deems this location and its surroundings very desirable. The school rooms would look out upon Armory Square, while the school shops would face on Concord and Prescott Streets, with desirable side-track facilities.

This lot is owned by the Art Museum and is a part of the Stephen Salisbury estate. The Trustees of the Art Museum are interested to have the industrial schools established in the best possible location. This land is valued at a very conservative market price of 75 cents per square foot, but a special price of 50 cents per square foot is made to the city if it is used for industrial education, under the following conditions, stated in a letter from the Trustees of the Art Museum, May 21, 1908, viz.:

[COPY]

WORCESTER ART MUSEUM.

WORCESTER, MASS., U. S. A., May 21, 1908.

MY DEAR MR. FOWLER:—

The Executive Committee of the Worcester Art Museum have voted to offer the whole tract of land concerning which we have had some correspondence, that is, the land bounded by Grove and Concord Streets and extending back across Prescott Street to the railroad, at 50 cents per square foot for the purpose of an industrial school; the property for 100 feet back from Grove Street is not to be used for the erection of any building other than for such industrial school of an architectural design to be approved by the Art Museum and is not to be leased, used or occupied for any other purpose without the consent of the Art Museum; at least part of the building for such school fronting on Grove Street is to be built within three years from April 1, 1909.

This offer is subject to W. H. Sawyer's right in said premises, which rights, I understand, the Museum would recognize until April 1, 1909.

Very truly yours,

T. H. GAGE, JR., Secretary.

RUFUS B. FOWLER, ESQ., Worcester.

The different sketches of buildings presented with this report will give an idea of buildings for present needs, and also for possible future extensions. The proposed first building would constitute a section, which would have a good appearance while standing alone, and would be a harmonious part of an extensive Industrial School building whenever it is constructed in the future.

PROPOSED ARRANGEMENT OF STUDIES AND WORK FOR THE WORCESTER TRADE SCHOOL.

This schedule is arranged on the basis of a total registration of 200 students in a four years' course. This number has been assumed to be divided in the following proportions: 1st year students, 80; 2d year students, 50; 3rd year students, 40; 4th year students, 30—200.

The above proportion, while arbitrary, is not far from that found in schools where there is a similar opportunity for students to leave and go to work before their course is completed.

It has been assumed that fully one-half of the time will be given by students to shop work, all instruction in the form of lectures or demonstrations, etc., being given outside that time. To accomplish this object with the most economy, half of all the students should be in the shop at once and half in recitation rooms or at study.

This will involve a shop capacity of 100 boys for which the plans provide if no work of too large a character, requiring much floor space for erection, is undertaken. For class-room work, five recitation rooms are provided, which will accommodate the three upper classes, each in a separate room and the entering class divided into two sections. This brings no more than 25 boys in any one class room together and makes classes which can be thoroughly taught by one instructor.

The tentative schedule of studies per week, suggested for the first year, is as follows: shop arithmetic, 2 recitations, 2 hours study; shop algebra, 2 recitations, 2 hours study; English, 2 hours instruction, 0 hours study; civics and citizenship, 2 recitations, 2 hours study; drawing, 4 hours work; shop lectures, 2 to 5 hours. Total student time 20 to 23 hours per week, besides 22 hours shop practice. Total instructor's time, 14 to 17 hours for each of the four divisions of the first-year class.

The shop algebra and arithmetic, in order to be of use, must be taught by a teacher thoroughly acquainted with shop methods and processes. The same must be required of the teacher in drawing and machine design. The shop lectures will be given by the head shop instructors. The English, civics and citizenship may be taught by men totally unacquainted with shop work. The first-year work in shop would naturally include most of the work which would be given in carpentry and a start in all the other branches, as pattern-making, tool-forging, care of engines and boilers, care of tools in tool room, cleaning castings and machine work.

For the first year of the school's existence, the two class rooms used by the entering class would have to be equipped, the draughting rooms fitted up, the entire power outfit installed, the wood-working shop entirely made ready for work, and about one-third the equipment of the machine shop and blacksmith shop put in.

Instructors would be needed in both wood work and machine work who would have older boys as assistants in their tool rooms. The blacksmith shop would require a competent blacksmith and there would be need of a good steam engineer.

The school-room work could be easily handled by one live instructor in arithmetic, algebra and drawing, with some assistance from the superintendent or director and outside help from a part time instructor in civics, citizenship and English from some other school in the city. The superintendent should have a share in the instruction of the entering class, so that he will make the personal acquaintance of every boy.

The second year study schedule proposed, is as follows:—

Geometry, 2 recitations, 2 hours study; English, 2 hours instruction, 0 hours study; civics and citizenship, 1 recitation, 1 hour study; history, 1 recitation, 1 hour study; physics, 2 recitations, 2 hours study; shop lectures, 2 to 5 hours; drawing, 4 hours. A total of 14 to 17 hours per week for the teachers for each of the two divisions and 20 to 23 hours per week for the student, beside the shop instruction of 22 hours.

For the third year: English, 1 recitation, 0 hours study; physics, 2 recitations, 2 hours study; commercial geography, 1 recitation, 1 hour study; bookkeeping, 1 recitation, 0 hours study; arithmetic, 1 recitation, 0 hours study; trigonometry, 1 recitation, 1 hour study; shop lectures, 2 to 5 hours; drawing, 4 hours. Total instruction 14 to 17 hours per week for each division. Total for students 19 to 22 hours per week beside 22 hours shop practice.

Fourth Year. First half: English, 1 hour instruction, 0 hours study; commercial arithmetic, 1 recitation, 1 hour study; chemistry, 2 recitations, 2 hours study; cost accounts, 1 hour instruction, 0 hours study; physics, 3 recitations, 3 hours study; shop lectures, 2 to 5 hours; drawing, 4 hours.

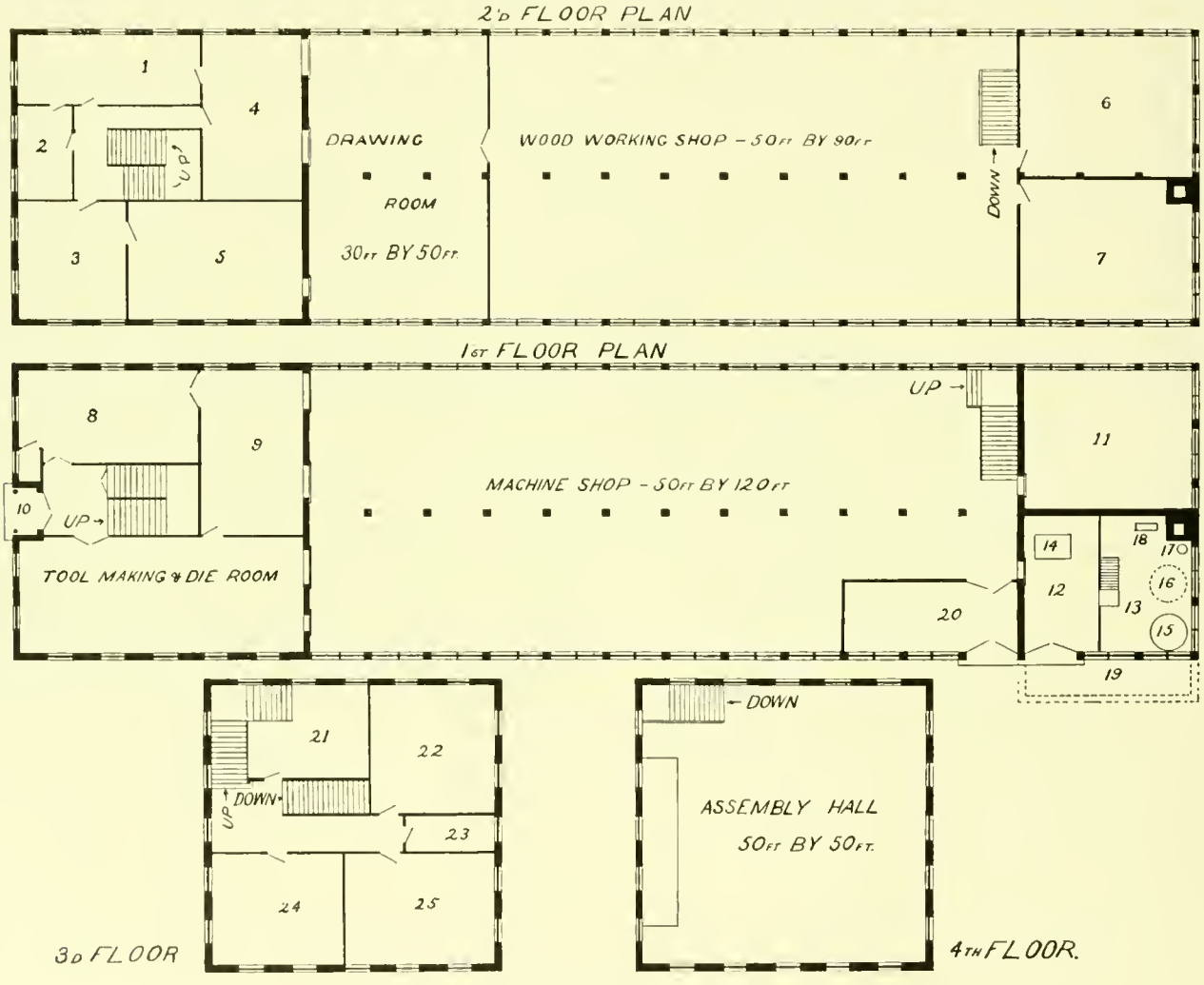
Second half: English, 1 hour instruction, 0 hours study; commercial law, 1 hour recitation, 1 hour study; political economy, 2 hours recitations, 2 hours study; cost accounts, 1 hour instruction, 0 hours study; physics, 3 hours recitations, 3 hours study; shop lectures, 2 to 5 hours; drawing, 4 hours. Total instruction both half-years, 14 to 17 hours per week for each division. Students work 20 to 23 hours per week beside 22 hours shop practice.

Commercial geography taught in the third year to consist of such work as routing of freight to all parts of this and other countries, the study of bills lading, tariffs, etc. The commercial arithmetic to deal with such problems as interest and discount on notes, foreign exchange, etc.

Shop arithmetic, algebra, geometry, physics, commercial arithmetic, trigonometry, costs, must all be taught by men who have had practical use of all these subjects and with special reference to their practical application. These call for both divisions of all classes, 44 hours of class-room instruction per week.

These subjects with the drawing could be handled by two teachers, who would also be able to look after shop inspection, trips, etc., with some aid from the superintendent.

The balance of the instruction being in the way more of



FLOOR PLANS FOR PROPOSED INDUSTRIAL SCHOOL.

INDEX OF ROOMS SHOWN IN SKETCH.

1—Bookkeeping and Instruction in shop costs.
2—Superintendent's office.
3—Library, 18 by 20 feet.
4—Washroom.
5—Recitation room, 20 by 30.
6—Chemical laboratory, 24 by 30.
7—Molding room, 24 by 30.
8—Shop lecture room, 15 by 30.
9—Washroom.
10—Main entrance.
11—Blacksmith shop, 24 by 30.
12 and 13—Engine and boiler room, 24 by 30—boiler room below grade.
14—30-horsepower vertical engine.
15—50-horsepower vertical boiler.
16—Space for second boiler.
17—Feed water heater.
18—Pump.
19—Coal supply below grade and also below engine room floor.
20—Casting cleaning room.
21—Recitation room, 16 by 20.
22—Recitation room, 21 by 22.
23—Laboratory.
24—Recitation room, 19 by 22.
25—Recitation room, 19 by 25.

improving the student's mind than of practical purpose, could be given by teachers who might be able to devote part time to this school in addition to their regular duties elsewhere.

For the first year the working force needed, then, would be: superintendent or director, bookkeeper or clerk, two regular teachers in school-rooms, two regular teachers in shop, steam engineer.

It is deemed of fundamental importance by your Commission that the shop practice shall secure to each graduate a thorough, practical mechanical trade. For example, the *graduate-machinist* (using the term machinist in its broadest sense) should not only be a highly skilled workman, expert with all the tools and machines of the modern machine shop, but he will have received technical instruction, and some practice in the allied branches which are related to his business; that is, the *graduate-machinist* will also be a draughtsman and know something of pattern-making, moulding, die-sinking and forging.

All shop practice will be under the supervision of skilled workmen, who will act as expert working foremen and instructors.

Practice in the machine shop will include the most effective use of *all the hand tools* and *machine tools* required in the manufacture of the various kinds of machinery.

The following is a partial outline of the shop course, following the list of tools and machines used by the machinist. When other trades are introduced into the school, the same thoroughness of method will be followed with the tools of that particular trade.

For example, the pupil will begin in the machine shop of the school with the hammer, cold chisel and prick punch. The file, the scraper, the oil-stone will be used in the most modern, practical way, till the pupil is skillful and intelligent with each one. The pupil will become expert with the use of tools of precision, including the use of plain calipers, of the various kinds for rough work, and micrometer calipers for quick measurements of the highest accuracy required for the best class of practical machine construction, also indicators for testing the accuracy of machine parts and the truthfulness of machinery in operation.

The same thoroughness of training will apply to the large and small machine tools, such as the lathe in its great range from rapid rough turning to accurate fitting; the grinding machines of the various types, of work from the crudest, where quantity is a necessity, to the most refined workmanship, where ten-thousandths of an inch is required and definitely measured. Planers, boring mills, gear cutters and the whole range of machine tools will receive the same definite, practical attention.

The above details of shop practice cover but a very little of the whole range of shop experience which the *graduate machinist* will have in the school. It is given here to indicate the thorough practical methods intended for the shop training on all departments. The breadth and practical character of the schooling by means of study and instruction in the school-room are given in another section of this report. The object is to give a broad, practical training for the boy who intends to lead an industrial life, who wishes to learn a thorough trade *as a basis of his future success.*

Shop Products.

The question is often asked: "What disposition will be made of the products of the school shop?" The answer is this: "If the pupil is to attain, while in the trade school, a practical, all-around training as a skilled workman, he must be trained upon high-grade machine products made under real shop conditions by approved methods. Therefore, there must be a shop product."

The amount of products will necessarily be small, but the quality must be excellent. For a considerable time the product of the school shop would be required for enlarged shop and school room equipment. The output of the school shop would be required for other schools for a still longer period. Meanwhile, there would be established some special machine industries along lines of work not produced in Massachusetts; for example, such as a line of independent and universal *lathe chucks*, or the manufacture of jigs and fixtures for other shops. Such articles of manufacture would be superior in quality, design, material and workmanship, so that the practice for the pupils would be of a high order.

Though there would be no competition within the State, the superior character and price should not meet with any serious objection from competing makers in any part of the world.

Another line of productive work suitable for trade school shops, on account of the superior opportunity it will offer for high grade skill and varied shop experience, consists of rebuilding and repairing used or second hand machines.

It is the belief of your Commission that many lines of productive work similar to the two examples above mentioned, could be produced in a school shop with the entire approval of our citizens, manufacturers and workmen.

The basis of all objections to productive school shops consists in the following:

First. In the claim by manufacturers on the ground of competition in the market of the State.

Second. On the part of skilled workmen who fear that the opportunity for workingmen will be reduced by the work in school shops.

Third. The objection from the general market, from the fear that cheap goods will be sold at reduced prices.

None of these objections can justly be offered if the school shop produces nothing that will unfairly compete with goods manufactured in Massachusetts, if nothing will be sold under market price, and if all products are of superior quality and consequently tend to raise, not lower, the prevailing prices of skilled labor and the products of skilled labor.

Proposed Arrangement of Studies and Work for the Worcester Trade School.

Evening Classes.

This schedule is based on the expected attendance of men already employed in the trades who wish either one or more of the following things: To increase their general fund of technical knowledge, to increase their technical knowledge of some one particular branch, to increase their skill in the running of certain machines, or to learn to run other machines.

To fit these requirements, it is proposed that two distinct classes be formed, one meeting three evenings per week for study and recitation only, and the other meeting the other three evenings for work in the shops. In case of need, other classes may also be formed which will use the shops while the first two classes are in recitation and use the recitation rooms while the first mentioned classes are in the shops. In this way, it would be possible to accommodate 250, or possibly more pupils in the evening, the number being less than that which might be expected from the day school accommodations on account of the more advanced character of the shop work which would be called for, and also on account of the desirability of smaller classes in recitation rooms to enable the instructor to come in more personal contact with his pupils than is necessary with younger men.

It is to be expected that many men already well skilled in some branch of their trade will look to this school for the means of acquiring skill in other departments that they cannot otherwise get without considerable cost to themselves; for

example, a man may be skilled as a lathe hand or a planer hand, but because he is not also competent as a milling-machine hand or as a gear cutter, he may feel that his advancement is barred. Again, a man may be skilled as a machinist and yet not be able to accept a position which he might wish on account of a lack of technical knowledge which might be easly supplied, sometimes by the general course outlined below, or sometimes by special instruction which ought to be furnished even if special instructors had to be called in. Any instruction which might fairly be called for along mechanical lines should be furnished.

Six hours per week is allotted to recitation and lectures taken in three periods alternate evenings from 7.30 to 9.30, over a period of about thirty-six weeks in the year. No number of hours of outside study is given, because it is felt that men who would wish to take these evening courses would do the best they could without regard to any set hour plan.

First year: shop arithmetic, two hours per week; shop algebra, two hours per week; English, two hours per week.

Second year: geometry, two hours per week; physics, three hours per week; English, one hour per week.

Third year: physics, two hours per week; trigonometry, one hour per week; commercial arithmetic, one hour per week; English, one hour per week; commercial geography, one hour per week.

Fourth year, first half: physics, two hours per week; commercial arithmetic, one hour per week; cost keeping, one hour per week; chemistry, two hours per week.

Fourth year, second half: physics, two hours per week; cost keeping, two hours per week; commercial law, one hour per week; political economy, one hour per week.

The arrangement of this course has been made in the hopes of attracting men who feel the need of the arithmetic and algebra offered the first year and then showing them the advantage of the studies offered later, and with the expectation that at whatever time the student might drop out, he would have spent all his time on something of value to him. No time for drawing or designing has been allowed in this course, it being thought best to group that with the other distinctly manipulative work of the shop.

ESTIMATE OF RUNNING EXPENSES, OR ANNUAL MAINTENANCE.

FOR DAY SCHOOL. ACCOMMODATE 200 PUPILS.

First year.		Fourth year.
$3000 00	Materials,	$6000 00
1200 00	Power, light and heat,	1500 00
200 00	Supplies,	500 00
100 00	Insurance (personal property),	150 00
75 00	Telephone,	75 00
0 00	Depreciation,	1000 00
125 00	Library,	125 00
150 00	Incidentals,	150 00
2000 00	Rent of land,	2000 00
Salary list.		
$2100 00	Superintendent,	$2500 00
300 00	Clerk,	750 00
1200 00	Class room teachers,	3000 00
2200 00	Shop teachers,	3000 00
1200 00	Engineer and janitor service,	1200 00
* $13,850 00		* $21,950 00

ESTIMATE OF COST FOR PLANT AND EQUIPMENT NOT INCLUDING SITE.

Building to accommodate 200 day pupils and 200 evening pupils,	$50,000 00
Full equipment of shops and school rooms,	50,000 00
	$100,000 00

The extra cost for the evening school would be difficult to estimate correctly, but it should be kept within these limits:

Class room teachers,	$1500 00
Shop,	1500 00
Extra power, light and heat,	1000 00
Materials,	500 00
	* $4500 00

* One half of the cost of maintenance to be paid by the state.

The above estimate is for 200 evening students each, taking six hours per week for thirty-six weeks.

The above resolutions and the substance of this report are unanimously approved by the State Commission on Industrial Education, under whose general approval this school, if established, will be carried on. Otherwise we could not expect State aid. In view of the foregoing, unanimously adopted by this Commission, and which is in harmony with the report of the Governor Douglas Commission and the views of the present Massachusetts Commission on Industrial Education, we recommend the adoption of an ordinance providing for a board of trustees, as provided by statute, who shall, under suitable rules and restrictions, and with the approval of the State Commission on Industrial Education, carry out the recommendations of this report.

Signed by your Commission,

MILTON P. HIGGINS,
CHARLES F. MARBLE,
CORNELIUS J. CARMODY,
GEO. I. ALDEN,
JOHN P. CASEY,
O. W. NORCROSS,
JOHN R. BACK,
JOHN M. BUCKLEY,
RUFUS B. FOWLER.

Worcester Board of Trade

11 FOSTER STREET, WORCESTER, MASS.

Officers

President, GEORGE F. BROOKS. *Vice-President*, J. RUSSEL MARBLE.
Secretary, JOHN L. SEWALL. *Treasurer*, SAMUEL D. SPURR.

Directors.

CLINTON S. MARSHALL,	HERBERT H. FAIRBANKS,	WILLIAM WOODWARD,
CHARLES L. GATES,	GEORGE F. BOOTH,	IRVING E. COMINS,
J. RUSSEL MARBLE,	THOMAS T. BOOTH,	GEORGE F. BROOKS,
F. S. BLANCHARD,	WILLIAM FORSBERG,	CLARENCE W. HOBBS,
WINTHROP HAMMOND,	JOHN W. HIGGINS,	CHARLES T. TATMAN,
EDWARD J. CROSS,	VICTOR E. EDWARDS,	ARTHUR O. YOUNG,
JOHN J. POWER,	DR. THOMAS HOWELL.	

Clerk of the Corporation, WILLIAM H. SANFORD, *Auditor*, H. WARD BATES.

Chairmen of Committees.

Advisory—Rufus B. Fowler. Membership—Louis H. Buckley. Ways and Means—Herbert H. Fairbanks. Manufactures—Clarence W. Hobbs. Meetings and Receptions—J. Russel Marble. Mercantile Affairs—Winthrop Hammond. Transportation and Railroads—Arthur O. Young. New Enterprises—William Woodward. Municipal Affairs—Charles T. Tatman. Taxation and Insurance—John J. Power. Foreign Trade—Victor E. Edwards. Statistics and Information—F. S. Blanchard. Arbitration—Edward J. Cross. Legislation—Clinton S. Marshall. Publication—Rufus B. Fowler. Education—John W. Higgins.

Board of Trade and Industrial Notes

At the May meeting of the Board of Directors of Worcester Board of Trade the election of officers for the ensuing year took place, at which Mr. George F. Brooks was elected President; Mr. J. Russel Marble, Vice-President, and Rev. John L. Sewall, of Randolph, being elected Secretary. Mr. Herbert M. Sawyer, Secretary for four years, declined to be a candidate. There were present seventeen of the twenty directors and the session lasted two hours.

A report from the New England Telephone & Telegraph Co., declining to accede to the request of Worcester Board of Trade and other organizations to place upon the half rate schedule toll calls after 8 p.m., was laid upon the table to be called up at the next meeting.

An appropriation was voted the flower cultivation movement of the public school department.

Mr. George F. Brooks was elected delegate to the State Board of Trade to succeed himself.

The following resolutions were unanimously adopted:

On motion of Mr. Marble it was voted that the Board of Directors, on the retirement of Mr. George F. Booth as President, desire to have entered upon the records an expression of their appreciation of the services so generously given and earnest efforts made by Mr. Booth during his term of office to advance the interests of the Worcester Board of Trade.

Resolved, that the Directors of the Worcester Board of Trade, learning that Mr. Herbert M. Sawyer does not desire a re-election as Secretary of the board, hereby express their appreciation of his valued services to the organization during the time he has held the office of Secretary, and extend their cordial good wishes to Mr. Sawyer in his future field of work. And that this resolution be entered upon the records and a copy sent to Mr. Sawyer.

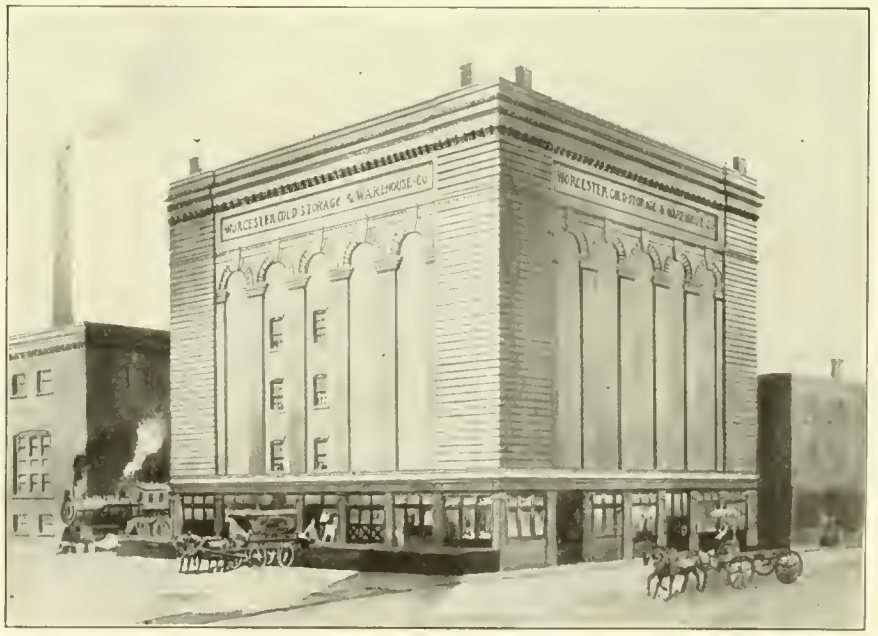
Where Worcester's Artificial Ice is Made.

One of the most modern refrigerating installations now operating in Massachusetts is the plant of the Worcester Cold Storage and Warehouse Company, which was completed for commercial service about a year and a half ago. About six months after the plant began operation, an ice-manufacturing equipment was installed, and during the past year both classes of service have been supplied. Artificial ice is sold by the company in Worcester at thirty cents per 100 pounds, which is an advance of about five cents above the price of natural ice. To the company's customers the difference in price for ice is readily absorbed by the better quality of the artificial product. The cooling service of the plant covers the usual cold storage of provisions, furs, etc. The consulting engineer of the plant was Mr. Walter L. Hill of the Hill, Ray Engineering Company, Boston, who is general manager of both companies. The plant consists of a six-story warehouse with a separate two-story and basement power-house. The building is of the mill type, with brick outside walls and masonry foundations. The warehouse is 85 feet square and the power-house is about 50 x 85 feet. There is a brick stack five feet in diameter and 100 feet high. Two side tracks of the Boston & Albany Railroad enter the company's property.

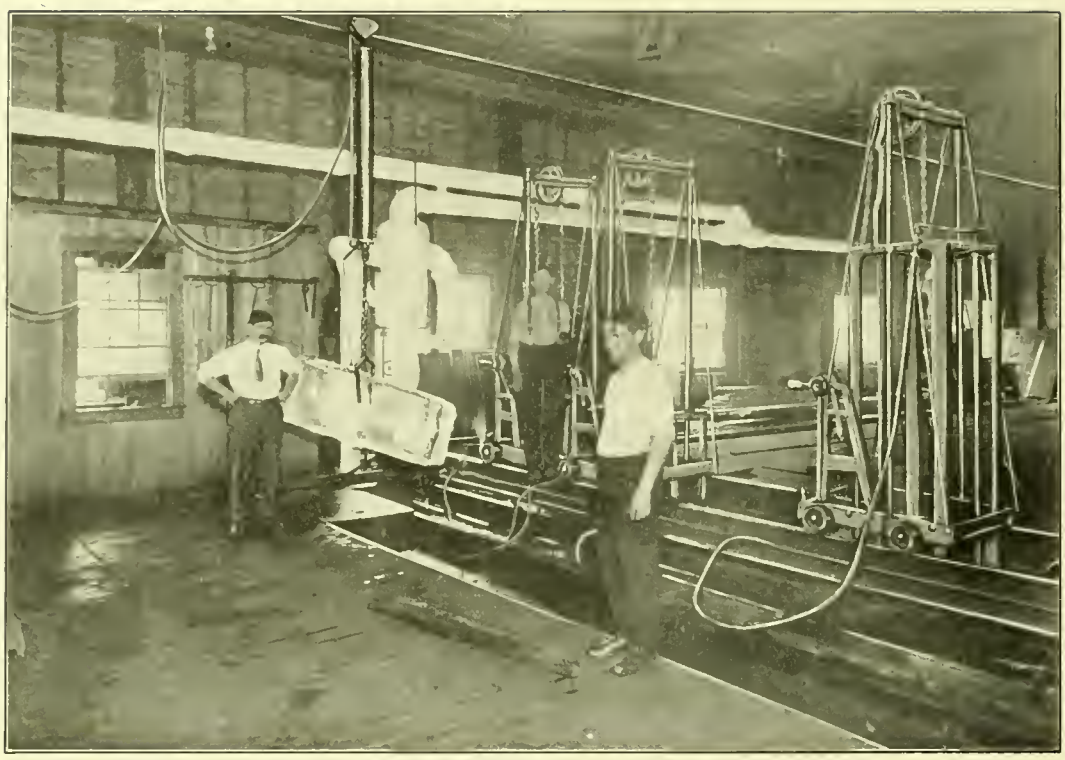
At present twelve rooms are in use in the warehouse. The coldest service is given in the two upper stories, which are piped in the ratio of one square foot of pipe surface per seven cubic feet of room volume. The lower floors are piped in the ratio of one to fourteen. The direct expansion ammonia system is used. The outer wall of the warehouse is twenty four inches thick and coated with carbon paint on the inside. Next comes a 7 8 inch strapping with an attached layer of paper, followed by twelve courses of matched boarding and paper with strapping and an air space between each course. Inside these are two thicknesses of boarding, which form the inner wall of the refrigerating room. The construction of partitions is in general similar to that of the walls. The flooring consists of one course of floor boards, two courses of paper, one of plank, twelve inches of shavings between joists, a course of sheathing, two courses of paper and a final bottom course of sheathing.

Coal is shovelled from the cars on one of the spur tracks into a hand-operated bucket system which runs on a single overhead rail into the boiler-room. A set of scales is included in the travel of the bucket. From the bucket the coal is dumped into a bin in the boiler room, which has a capacity of 250 tons. Outside the boiler-room is also a storage capacity of the same amount. The boiler-room contains two 150 horse power Stewart horizontal return tubular boilers built for 125 pounds steam pressure and operated at 100 pounds.

The ice plant is installed in a tank 71 feet 9 inches long, 28 feet 6 inches wide, and 63 inches deep. There are 26 sections of 1 1-4 inch pipe in each coil, the pipes being spaced four inches apart on centers. The capacity of the plant as at first installed was 25 tons of ice in 24 hours, and the ice-cutting was performed by a standard Pusey ice-cutter. A new arrangement, patented by Mr. Hill and Mr. Ray, of the Hill, Ray Engineering Company, has recently been placed in service at the west end of the ice tank, and by this device the capacity of the tanks equipped with it has been increased from 30 to 35 per cent. Ice has been frozen to a thickness of twenty-three inches in three days with this equipment, which is illustrated in the accompanying drawings. The old steam cutting apparatus necessitates losing a part of the ice through melting as



WORCESTER COLD STORAGE HOUSE.



ILLUSTRATING MAKING ICE.

it is taken out of the tanks. By the new arrangement hot gas is turned into the ammonia coils and hot water is allowed to run down through the galvanized iron partitions located between the separate cake moulds, to loosen up the ice at the sides as the cross cut is made. There is no waste by this method, and cakes weighing 450 pounds each are hoisted from the tank with ease. Instead of raising the temperature of the water from 32 degrees to 52 degrees, as is necessary with the ordinary steam-operated ice-cutter, the hot water application raises the temperature but 1 degree above freezing, which conduces to coal economy as well as to the yield of larger cakes.

Solving the Retail Credit Problem.

ALTHOUGH it sounds impressive to be told by statisticians that 90 per cent. of the business of the country is done on credit, the credit problem is one which is quickly stripped of all its impressiveness for the retail dealer when he finds it hard work to collect the bills for goods he has sold on a mere promise to pay. If all retail business could be placed on a strictly cash basis, it would be an ideal condition of affairs, and the failures among the retailers would be comparatively few.

Unfortunately, however, the rank and file of the people live from hand to mouth, spending close to their income each week and frequently not having the ready cash available for even the bare necessities of life. They go to the butcher, the baker, the grocer, the clothier and the shoedealer with whom they have traded for years, and ask for a little time on their purchases, giving plausible reasons almost invariably for the favor they ask. The dealers, rather than run the risk of losing the customers by denying their requests for credit, give the goods asked for, and trust to the honesty and ability of their patrons to pay for the goods at the time when they have promised they will make the payments.

How many Worcester storekeepers can tell stories of innumerable broken promises, and consequent financial troubles!

If every retailer should receive all the moneys due him from people whom he has unwisely trusted, the ratings of the storekeepers would be tremendously improved in Dun's and Bradstreet's.

Naturally the question arises, how is the retail dealer to know whom to trust and whom to refuse credit? The manufacturers and wholesale houses get reports and financial state-

GEORGE R. HOSKINS,
Manager Fidelity Mercantile Agency.

ments from the retailers to whom they sell, before the goods are delivered, but it is manifestly impossible for the storekeeper to get out and look up the financial standing and re-

sponsibility of every enstomer who comes in and asks to open a charge account.

It was for just this purpose of protecting the retail merchants from losses by injudicious credit-giving, that the Fidelity Mercantile Agency of Worcester was started six years ago, under the auspices of the Worcester Board of Trade, and as a result of a thorough and painstaking investigation of the Mercantile Agency question by two of the leading business men of the city, who made an extended trip to Elmira, N. Y., to study the system in use by the business men of that city. Slowly but steadily it has grown until it now has come to be one of the most valuable financial aids to the retail trade of the city, and the Worcester Magazine is glad to give its readers an insight into the work being done by the organization.

The Fidelity Mercantile Agency of Worcester has its office at Room 46, 311 Main Street, Worcester. Its principal object is to furnish information to the retail dealers, doctors, dentists, and all others who deal with individuals, on the way these people pay their bills.

Every person in Worcester who is engaged in business is entitled to become a subscriber to the service of the Agency. The cost varies with the amount of business done by the subscriber. One firm pays over $500 a year for the information it receives, thereby saving thousands of dollars annually by refusing to trust people who are reported to it as poor pay.

The names of over 70,000 Worcester people and their records are on file in the office. Once a year the Agency gets out a reference book, a copy of which is loaned to each subscriber. In this book are the ratings of about 35,000 Worcester people, telling whether they are considered prompt payers, fair, slow or delinquent. These reports are not based on guess work, but on the experience of the merchants themselves, so that in the final analysis, the people who buy on credit are the ones who provide the information about themselves, for "actions speak louder than words" and their financial habits are carefully noticed.

In addition to the use of the reference book, every subscriber has the privilege of calling up the office by telephone or in person, as often as he pleases, for additional information about parties who are seeking credit, for new information is received every day about hundreds of people. Then, further, the Agency sends out its reporters to make special investigations about the financial standing of people who ask credit.

The records of the Agency contain full details concerning people whose accounts have been placed in its hands for collection, failures, attachments, assignments, chattel mortgages, deaths, personal habits of individuals, their financial ability and character, and many other details which enter into the problem of credit giving.

A CORNER IN THE OFFICE OF THE FIDELITY MERCANTILE AGENCY.

In this way the Worcester retailers are saved thousands of dollars a year by being given timely warning against trusting people who have already imposed on other dealers. Yet it should be borne in mind that the principal business of the Agency is not to publish a black list and to show up dead beats, but rather that its main object is to promote trade, and to give the retail dealers of the city confidence to do more business than they are already doing.

This system allows the retailer to sell more goods on credit. It also gives the man who pays his bills promptly, a good standing in every store in the city, and his patronage is gladly welcomed.

The fact that a large share of the retail dealers, doctors and dentists of the city are now subscribers to the Fidelity Mercantile Agency, is evidence of its value to them.

While the rating and reporting on the credit standing of individuals, business men, firms and corporations is the principal business of the Agency, it has also a large and well organized collection department which is getting splendid results in aiding the business men of Worcester to collect money due them on bills from which they themselves have been unable to realize anything. The only charge to subscribers to the Agency is a commission of 10 per cent. on bills collected, with a minimum fee of $1, except where legal proceedings are necessary to enforce the collections, or where the collections have to be made in installments, or where bills are over two years old. In these cases, the commission is 20 per cent. with a minimum fee of $2.

The amount of money collected by the Fidelity Mercantile Agency for its subscribers would astonish the average reader if the figures were made public, but these results are not to be wondered at when the thoroughness and promptness of the collection department are realized. Steps are taken to secure collections on every claim given the office, the same day it is received, and there is no let-up so long as there is any possible chance of getting hold of the money. One of the best known lawyers of Worcester is the attorney for the Agency.

To increase the value of the service, especially among the smaller dealers, the directors of the Fidelity Mercantile Agency recently engaged George R. Hoskins of Gardner to come to Worcester to become the manager of the Agency. Mr. Hoskins has for many years been engaged in newspaper work, and has wide experience in dealing with people and affairs. As soon as he has completed the work of explaining, personally, the objects and advantages of the Agency to every retail dealer in Worcester, he will begin on a plan of campaign to spread the work of the Agency into every town in Worcester county. The advantage of this branching out is readily apparent, for thousands of people come from Fitchburg, Clinton, Gardner, Marlboro, Southbridge and other adjacent places to Worcester to trade every week.

It is even more important for the small dealer to be a subscriber to the service of the Fidelity Mercantile Agency than for the large store, for each of the latter has business enough to allow the keeping of a man to give his whole time to the credit department, whereas the smaller stores cannot stand this expense, and so for a small sum paid annually to the Fidelity Mercantile Agency, they can get the benefit of a credit reporting system that is in touch with the record of every person in Worcester.

The Fidelity Mercantile Agency is strictly a home institution. Many so-called collection agencies advertise to collect bills for Worcester business men, but after getting their retainer fee, they pay little attention to the interests of their clients.

"The Mercantile Monthly," a trade magazine devoted to the interests of credit men and store executives, said editorially in its last issue:

"'The Mercantile Monthly' advises its merchant subscribers to beware of those so-called collection agencies that claim to make a specialty of bad accounts and require fees in advance. Consult your local credit reporting agency, or branch of Credit Men's Association, in all doubtful cases, before signing contracts."

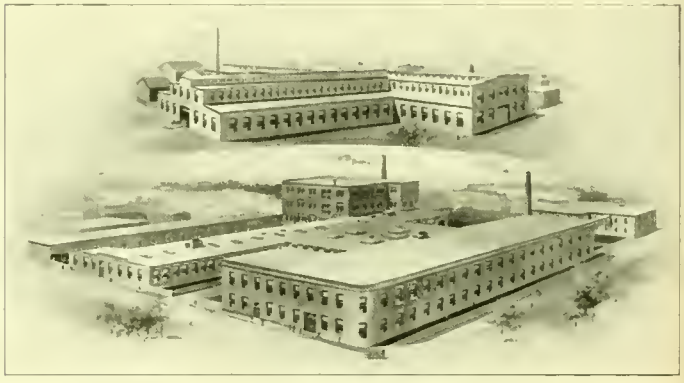
In speaking about the financial distress of a man in Lowell who set up in business under the name of the Merchants' Collection Agency, the Magazine further said:

"Such trade incidents as this emphasize anew the supreme folly of entrusting mercantile or any other overdue bills to persons, firms, or companies without known financial or commercial standing, often at a distance, and whose honesty is an absolutely unknown quantity. The local Mercantile Agency—a member of the National Association—is virtually at his door. He knows, or can readily ascertain, that its standing is of the best; that it is not only thoroughly equipped for the central service embodied in its name, but schooled in the science of collecting accounts of all grades; that promptness and correctness in returns are dictated alike by its known probity and the instincts of its business common-sense; and that a service in every way complete and satisfactory is assured from the start.

"The merchant-creditor should think on these things, and, doing so, he will surely come to see that the Fidelity Mercantile Agency is a most excellent institution with which to cast his business fortunes. It safeguards his interests, first, by so informing him in advance that his bad accounts are made a negligible quantity; and, second, by turning about and promptly realizing for him on all of them that are collectible."

Every stockholder and officer in the Fidelity Mercantile Agency belongs in Worcester, and has its interests at heart.

The directors are: Hon. Edward F. Fletcher, President of the Reversible Tube Cleaner Co., and a former Mayor; Hon. William A. Lytle, President and Treasurer of the W. A. Lytle Co. and formerly of the Governor's Council; Henry S. Pratt, Treasurer and principal owner of the Ware-Pratt Co.; Frank S. Blanchard, well-known printer and publisher; William J. H. Nourse, Superintendent of Bradstreet's Mercantile Agency; James Wilson, Credit Manager of the Denholm & McKay Co., and George R. Hoskins, Manager of the Fidelity Mercantile Agency. Mr. Fletcher is President of the corporation, Mr. Lytle, Vice-president; Mr. Hoskins, clerk; Mr. Pratt, Treasurer, and Mr. Wilson, Auditor.



Whitcomb-Blaisdell Machine Tool Co.

The accompanying cut shows the machine shops and foundry of the Whitcomb-Blaisdell Machine Tool Company, with main offices, located at 134 Gold Street. They make a specialty of metal planers and engine lathes.

The planer is the well-known second-belt drive type, the only one of its kind built in this country, its main feature being that of the second belt, which does away with the train of high speed gears, giving a practically noiseless smooth acting machine, without shock or jar, prolonging the life of the tool and giving perfect work as a result.

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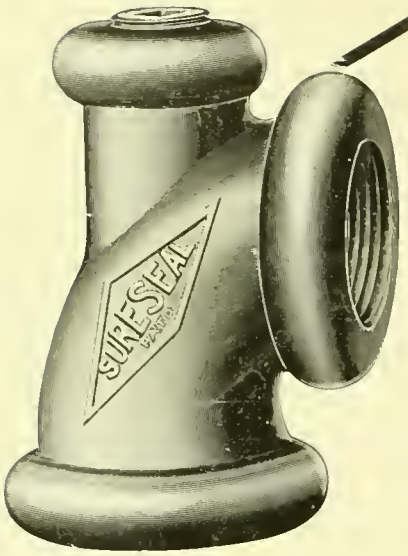

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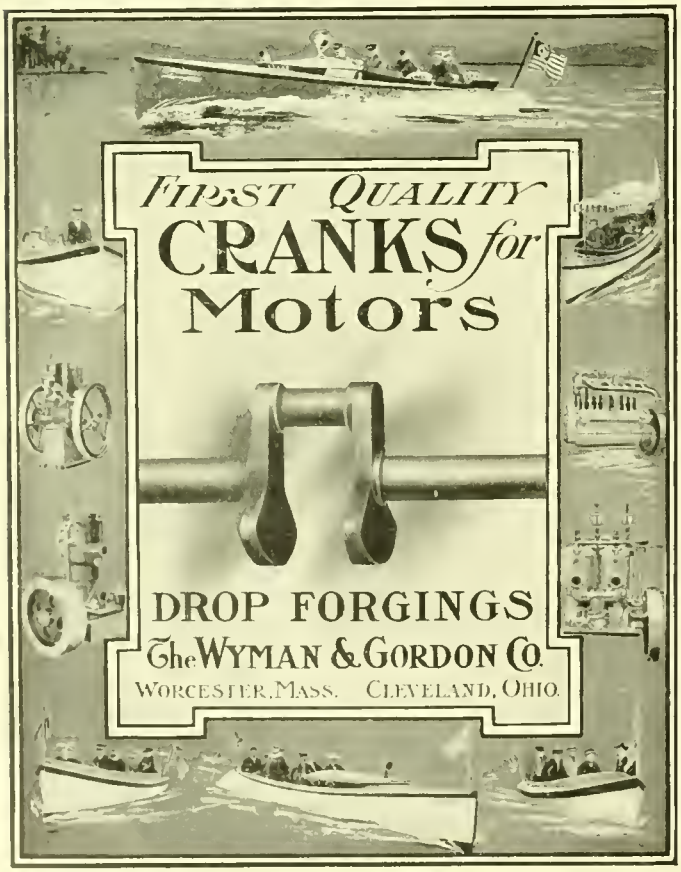

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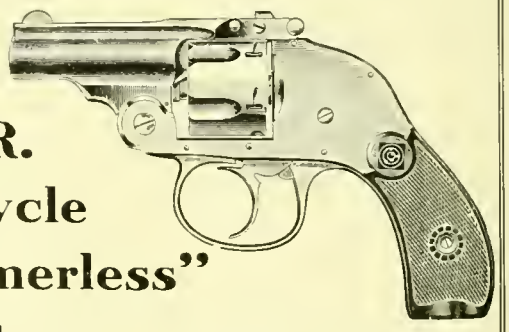

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Worcester, Mass.

The WORCESTER MAGAZINE

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CHARLES H. BOSWORTH, BUSINESS AGENT.

Contents

EDITORIAL COMMENT.
"Anything New?" 157
Activity in "Building Lines," 157
A Substitute for Political Indifferentism, 158
The Inglorious Fourth, 158
A Sane and Significant Celebration, 158
An Important Coming Event, 158
The Fair's Greatest Asset, 159
How Another City does it, 159
"Where are you Going for Vacation?" 159
EDITORIALS.
Our Agricultural Number, 159
Practical City Politics, 160
A PHOTOGRAPHIC COMPETITION, 160
TIMELY TOPICS.
The Milk Situation in Worcester, by J. Lewis Ellsworth, 161
Worcester's Clean Milk Station, by Rev. John H. Matthews, 163
Model Milk Supply in Copenhagen, 164
The Wilderness Blossoming like the Rose, by Donald Tulloch, 166
The Dedication of the Hoar Statue, 168
The New England Fair, 171
Legislation of 1908 Affecting Worcester, by Hon. E. C. Potter, 172
JUNE TRADE CONDITIONS, BY O. C. ANSLEY, 173
SUMMARY OF CROP FACTORS, 173
REVIEW OF CURRENT EVENTS, 173
SECRETARY'S CORNER, 175
WORCESTER BOARD OF TRADE.
List of Committees, 176
Splinters, 177
What Others Say of Us, 178
Among our Exchanges, 178
Industrial Notes, 179

Editorial Comment

"Anything New?" "Nothing to Speak of." "Same Everywhere!"

This dialogue with slight variations has been thrice repeated each morning this month in our rooms, as three weary reporters have dropped in and dropped out, getting nothing for their pains but a drink of Polar Spring water. These phrases may be fairly applied to the general outlook upon business as we see it from our windows, and find it reflected in the current literature of the commercial world. Blessed be the sustaining power of routine, when the thermometer aspires to the century mark! It is a victory to just keep on going, at such times; to accept the weather with that calm resignation so generally shown toward the results of the recent nominating conventions; to take crackers and milk for a noonday lunch instead of a full meal of roast turkey, and to respond with crushing silence and a stony glare when some one proposes the question, "Is this hot enough for you?"

Activity in "Building Lines."

We do not learn of any exceptional developments in new homes or factories in Worcester in these days; of course some houses are always going up in a city that has never yet learned how to stop growing. But we have been impressed, as have doubtless all our readers, with the intense activity in Chicago and Denver among excited groups of would-be carpenters and joiners engaged in platform construction, with ambitions for the more delicate handicraft of cabinet-making. The most marked characteristic of both these gatherings seems to have been the way in which the new-fangled "steam-roller" has supplanted the old-fashioned "band-wagon." In the business world, certainly, there has been slight interest in the declarations of principle by our two leading parties; because their utterances were so fully anticipated, except in one or two particulars; and also because they have proved to be so much alike. The real battle in which the business world is keenly interested is not between persons or ancient parties, but a contest

between exaggerations of the two tendencies which constitute the centrifugal and centripetal forces in the orbit of safe progress. Is radicalism or conservatism to rule us in the near future? and is it to be a radicalism destructive rather than constructive? or a conservatism ruined by reactionaries? The widespread assumption that Mr. Bryan is doomed to defeat may or may not be well-founded; but the growing power of the great central west in our national life, and the uncertainty as to the extent to which it may carry such ideas as are inwrought into the constitution of Oklahoma, whose new star has just begun to shine upon us,—these are questions which must continue to have a disquieting influence in eastern business circles during the coming months.

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A Substitute for the New Political Indifferentism.

The New York Evening Post indulges in characteristic comments upon the lack of zest in the coming battle of ballots. It insists that Mr. Taft's role is simply that of smiles and good humor, and that Mr. Bryan will find all his fireworks exploded long ago. Its concluding opinion of where the real excitement of the coming months will be found is commended to the thoughtful consideration of our readers:

> The truth is that sagacious observers are already looking more to the business situation than to the political situation. The former may easily dominate the latter. If conditions in the industrial world should not sensibly improve; if thousands of men remain out of work; if they see their savings disappear and the pinch of another winter coming, with no sure promise of better times, then, indeed, we might expect exciting times which could not fail to be reflected in politics. The one critical sign which the shrewd managers of both parties are watching is the state of trade. If there is much to be said for the economic interpretation of history, there is more to be said for the economic interpretation of politics. Parties go solemnly through their motions, yet in their hearts they know that the result of the election may easily depend, not upon party creed or party leaders, but upon the reduced shipments of iron ore from the Great Lakes, the number of idle men in Pittsburg and Youngstown, St. Louis and Chicago and New York, the size of the wheat and corn and cotton crops, and the prices they bring. Let him who wants real excitement eschew platforms and campaign speeches, and study grain reports and the iron output and the earnings of railroads. They are to be this year bigger than all the politicians.

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The Inglorious Fourth.

National holidays are coming to have a powerful influence in mercantile movements; witness the Christmas and the Easter traffic. The Fourth of July, it must be confessed, does not appeal strongly to a large body of tradesmen. It must give a great boom for many preceding months to cheap labor in the Chinese empire; and it certainly stimulates the business of doctors and trained nurses, and enlarges the output of surgeons' supplies and undertakers' commodities. We note a somewhat less extravagant burning up of dollar bills this year, owing, we fear, more to their scarcity than to a growing surplus of sound sense. The fire loss of the nation, estimated partially at half a million, is below the daily average; this is perhaps due to increasing caution, such as that exercised so successfully by our own fire department. As a rule the tyranny of destructive rowdyism in small towns, far exceeding anything ever practiced by a British monarch, seemed to go on unabated. Soon our suburban friends will have to seek the comparative quiet and safer police protection of the great cities, if they wish to safeguard their persons and property, unless a better public sentiment can undertake a radical change in some of these smaller communities.

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A Sane and Significant Celebration.

In marked contrast to that conception of the Fourth of July which exalts hoodlumism as the chief exponent of patriotism, Worcester offered a fitting and attractive feature in the magnificent parade of the Catholic total abstinence societies, led by the surviving members of the Father Mathew Pioneer Corps. It is safe to say that nothing in the State or in New England surpassed it on that day, both as regards its plan and the way in which it was carried out. It was a spectacle which would have won far greater crowds of spectators if its beauty had been appreciated in advance; and the athletic sports furnished enjoyment and wholesome occupation for multitudes. This should become a permanent feature of every Fourth of July in our city; there is no day in the year when the principles of that organization may more fittingly be exalted in the public thought.

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An Important Coming Event.

It is time to be getting ready for what ought to be Worcester's greatest annual event, so far as her trade interests are concerned—the New England Fair, September 7 through 11. Fix those dates in your mind; if helpful to that end, paste them in your "Panama." A long step in the right direction has been taken in the assured co-operation of the Merchants' Association and the Board of Trade with the officers of the New England and the Worcester Agricultural Societies. Such a "Big Four" ought easily to lift this enterprise into a place of commanding pre-eminence and recognized importance in our civic calendar. The date is well chosen, being in advance of local fairs in various parts of the county, and including organized labor's great festal day. The new Industrial Building, a view of which adorns our cover page, marks the beginning of what Worcester has long needed, a permanent exhibition of her varied industries.

The Fair's Greatest Asset.

Such an enterprise is in need of many things. It must have good weather. It must have the largest co-operation from the farmers of New England, and especially from those of Worcester County. It must have plenty of novel and clean attractions; and in its horse-racing, it must demonstrate that it is possible to improve some breeds of quadrupeds without demoralizing bipeds. As regards the weather, we can only hope and pray that He who sent the rain so copiously upon the just and the unjust during the first week of last September, will give us such a series of days very speedily, ending the drought that is now becoming a widespread disaster, and spare us their repetition during Fair week. The remarkable premium list just published by the Society ought to ensure full entries in all departments, and the special attractions this year are to break all records. But when all this has been said, there is great need of emphasizing the duty of Worcester's population to turn out and furnish the biggest show of all—a huge crowd of attendants. Local pride, the determination to support a valuable home enterprise, a hearty support because it is a Worcester affair,—these things make up a fair's best asset.

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How Another City Does it.

It may be timely, if not pleasant, to be reminded of the way in which a city one-third the size of Worcester has every year a fair two or three times as successful. The Brockton Fair, which will be a month later than ours, will begin to advertise itself and the city where it is held, within a very few weeks. Fences, signboards and old buildings all the way from the shoe city to the South Terminal will soon blaze with announcements of the date. For a whole week in advance, Brockton will think of nothing but the Fair; during that week, people will do nothing but go to it; and the next week will be chiefly occupied in telling what a great thing it was. As a result of such widespread loyalty to what is merely a private enterprise, Brockton draws in a single day 80,000 attendants, which is twice the aggregate of Worcester's total admissions in any one year. True, we are farther from Boston than our neighbor in the Old Colony; but the thronging array of automobilists who swell the multitudes at Brockton will find the added distance simply an added pleasure. This is a good opportunity to make practical proof of the worth of our business manager's motto, which adorns the rate-card of this Magazine—"Be a Booster, and Boom Worcester!"

o o o

"Where are you Going for Vacation?"

We have sent this question, with some additional ones, to a considerable number of professional and business men of Worcester, including both members and non-members of the Board of Trade. We are seeking data for a special feature of the next issue of the Worcester Magazine, which is to be a vacation number. Once upon a time vacations had no place in the average business man's calendar. To-day they are justly regarded as an economic necessity and a good investment for both employer and employee, when wisely planned and carried out. We hope to present to our readers interesting facts as to where and how some of our representative business men seek their vacation rest. When the returns are all in and counted, we confidently expect to show that one of the best locations in the United States for vacation rest is—what do you think? Watch and see.

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Our Agricultural Number.

Why an agricultural number of a board of trade magazine for a metropolis which ranks third in size in New England? This question may occur to distant readers, and to some of our own residents who are not familiar with all the resources of their own city. What are the facts? Worcester contains thirty-four square miles. According to the last available census figures taken in 1895, the farming land within the city limits occupied more than eighteen square miles, twelve of which were under cultivation; the total value of farming property being close to five million dollars. The extension of building has somewhat diminished this area and valuation; but a careful study of Worcester's latest map by an expert led to the confident assertion that more than ten square miles of tillage land are to-day under cultivation; the dividing line between the small farm and the large market garden being, of course, hard to draw. This agricultural area and those who occupy it belong to Worcester as truly as her stores and factories. The honored Secretary for the Commonwealth of Massachusetts, whose contribution appears elsewhere in this number, resides in this city and divides his time between his office on Beacon Hill and a farm less than a mile and a half from our City Hall, whose operations he personally manages. The largest Grange in the State is in the city of Worcester, numbering on the first day of this month 504 members. Considered by themselves alone, these agricultural interests hold an important place among us.

But we trust the contents of this number will make it evident that in their far-reaching relations to all citizens these agricultural interests deserve careful thought. The milk question concerns every home in this city; and the poorer the home, the more important it becomes. One can scarcely read such figures as come to us from across the sea, without asking himself whether it is impossible for such conditions to be created some time in Worcester. Can any one doubt the value to this city, economically, if in no other light, which would accrue from a closer approximation to

Copenhagen's abundant use of good and cheap milk? We have given much space to the account of the clean milk station and the experiment in Rochester, on which it was modeled. It is impossible to escape the demonstrated facts as to the saving of hundreds of lives by such simple and sensible methods. Are not lives of little ones in Worcester quite as worth saving as similar lives in Copenhagen or Rochester? Is there any conceivable standard, ethical, humanitarian or commercial, by which such work will not manifestly pay?

The same may be said of the gardens on lands hitherto barren, within the very heart of the denses' portion of our population. Just now it approves itself especially in connection with help to the unemployed in a year of hard stress. But in the best of times such garden spots should be made possible. They are equally good investments with parks and playgrounds, and should be rated on the same basis. Furthermore they point the way to the solution of the tenement problem, which rapid transit will some day give us, when every family shall have its separate home and bit of land.

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Practical City Politics.

Recent discussions concerning improvements in the government of American cities have been turning largely toward radical charter changes. This has been notably true of Boston. Its finance commission consider such action imperative and have had the courage to give hearings on the matter in these heated July days. Mayor Hibbard was elected under the strongest promises of a non-partisan reform administration; but his much-heralded use of the axe has reduced city payroll expenses only $4000, and he seems to stake his success on proposals so revolutionary that the Legislature dismissed them with scant courtesy. The Des Moines plan of city government by a commission is also becoming conspicuous through some able and earnest advocates and through its adoption under extraordinary conditions in Chelsea.

In contrast to such proposals we feel that Mayor Logan's speech of June 27, before the Republican Club, and his later specific suggestions to the City Council deserve hearty commendation as illustrating practical politics. This phrase has been strangely and sadly perverted, but needs to be recovered to its genuine meaning. "Practical," as the business world uses that adjective to-day, is a synonym for "effective." Politics is the art of government; and practical politics ought to mean government which effectually reaches the ends for which it exists. City government is set up and maintained for the general good, not for the selfish interest of any individual. Mayor Logan's ideas are notably free from any suspicion of accommodation to the interests of self-seekers at the city's expense. They are also far removed from any suggestions of doctrinaire theories too fine and beautiful to be taken from under a glass case. Every thoughtful business man of Worcester must be impressed by the good sense and ready workableness of such suggestions. Mr. Logan asks for no tinkering of the charter, for no abolition of departments, for no removal of employees. He simply suggests such realignment of working forces as will prevent confusion and waste and bring the various activities of the city work into orderly and economic adjustment, like that upon which the shareholders of every business corporation insist. We call this practical politics and we believe all good citizens of Worcester will agree in this judgment.

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A Competition.

Open to all Worcester Amateur Photographers.

THE Worcester Magazine likes to talk about the beauties of this city; but it much prefers to picture them to the world. We ask the loyal help of all interested citizens, young or old, who know a good view when they see it, and who enjoy "pushing the button." We offer three prizes, of $10, $5 and $3 respectively, for photographs of Worcester scenes, which must be within the residential, business or park sections, which shall be adjudged first, second and third in artistic excellence. The following members of the Portfolio Club have kindly consented to act as a committee of award: Mr. Herbert R. Cummings, Dr. George Buttler, Mr. W. A. McAllister. Not more than ten views will be received from any one competitor; these must be delivered at the Board of Trade rooms on or before Thursday, October 1. Each set of views should be accompanied by the maker's name and address enclosed in a sealed envelope, which will be numbered in duplicate and will remain unopened until after the award.

An additional prize of $5 is offered for that photograph in the above-named competition which shall, in the judgment of the Publication Committee of the Board of Trade, be most available and valuable for illustrating the industrial characteristics of Worcester. Factory exteriors or interiors, large and distinctive groups of employees, and broad areas of the industrial sections of the city are suggested as good subjects for this special competition.

Photographs receiving neither a prize nor honorable mention will be returned if called for; but it is the hope of the Publication Committee that among those receiving no award a large number may be found available for use in the Magazine. For any further particulars inquire at the Board of Trade Rooms.

TIMELY TOPICS

The Milk Situation in Worcester County

By J. Lewis Ellsworth, Secretary State Board of Agriculture.

IN attempting to view the milk situation, one is in much the same position that he is when he approaches one of those signs, so common before the grocery stores in the rural districts a few years ago, which extol the merits of a certain soap. As you approach one of those signs you see the words "It floats;" as you draw nearer they gradually disappear and you see "Ivory Soap," which in turn gives place, as you pass by, to "99.99 per cent. pure." It all depends upon the point of view, and it is the same with the milk situation. The problem is a many-sided one, and there is material for a great deal of discussion on the question of production, of marketing, of transportation, and even, as we have recently seen, on the question of an arbitrary standard of total solids and fat content. Probably for the purposes of this article a short review of the more important features of the greater part of these various phases would be the most satisfactory method of treatment. It will be impossible to touch on them more than lightly and much that is of importance must necessarily be left unsaid.

J. LEWIS ELLSWORTH.

Worcester County is, as is quite generally known, one of the leading agricultural counties of the United States, standing among the very first in the value of its agricultural products, in spite of its small area, as compared with the counties of the Western and middle Western States. It is also peculiarly adapted to the dairy business, being a county of diversified surface, with rich meadows for the production of the hay crop for winter consumption, fertile pastures for summer feed, and being also well drained and well watered, two essential features of a good dairy country. It also lies as near to the great milk market of New England, the city of Boston and its surrounding metropolitan district, as any other milk-producing section. In addition it includes within its borders two cities—Worcester and Fitchburg—and a number of large manufacturing towns, among which may be mentioned Clinton, Southbridge, Athol and Northbridge, which form active local markets for the consumption of a considerable proportion of the milk produced within the county. With these favoring conditions we would naturally suppose that here, if anywhere, the business of milk production could be carried on to a profit. That it generally is carried on to a profit the many thousands of prosperous farms, with well-kept, substantial buildings and well-cared-for herds throughout the county, thoroughly attest. There is no question, however, that it might be made more profitable in the vast majority of instances, and also that the margin of profit is small in the best of circumstances, requiring careful management on the part of the producer to arrive at a position where he may suitably provide for his family from the business and show a surplus in addition.

Changes in Method.

Something of this condition of small margin of profit is due to the natural conditions of the business and something to the way in which certain features of the business have been allowed to dwarf and overshadow the others. To-day on most dairy farms, producing milk for the Boston market or some other city market, every energy is devoted to the actual production of milk. The producer is entirely dependent on the grain dealer for his supply of concentrated feeds, in many cases also purchases hay or other roughage, and when a cow is "milked out," that is, falls below the point where the milk which she yields will more than pay for the food which she consumes, he is then dependent upon the Brighton market or some other for another to take her place. Such a thing as raising grain for his herd or raising calves to replace the worn-out members from time to time, is too often as completely beyond his ken as though it were a part of some other trade or business. His constant effort is to make more milk, so that he may have more money to purchase more grain and more cows, to make more milk, and so on through an indefinite number of years. The temptation is great to enter the milk business on this basis. It seems easier and cheaper to buy cows than to raise them, particularly when the milk to raise the calves must be taken from the supply which would otherwise furnish a check at the end of the month, and also to buy grain than to raise it. To certain men it may be easier and cheaper to buy these things than to raise them, but it requires a highly developed business sense to make such a milk business profitable, and to most farmers it is easier to raise crops and animals than to enter into the careful calculations and methods necessary to success in any highly specialized branch of agriculture. It is my belief that the average milk producer would find a greater profit in a somewhat curtailed production with more time to produce at least a portion of the grain his herd consumes, and to raise his heifer calves from his best producers. At the prices which new milch cows have brought in

recent years, there is a good margin of profit on the occasional animal that he will have to sell to the man who insists on continuing in the intensive milk business, more than enough to pay for the milk she consumes as a calf and the care and forage she takes before she becomes a producer. In addition there will be a stoppage of the drain on his resources which comes with the passing out of cattle for beef prices, as these ordinarily run for milk-producing animals, and the purchase of new milch cows at from fifty to seventy-five dollars per head. There is the further element of strength which it adds to the situation in that a smaller production means less surplus, less glutting of markets, and consequently a brisker demand and a better price.

Sanitary Regulations.

From the standpoint of the consumer the most important phase of the milk question is the quality of the product. There is at present a great deal of agitation for better milk on the part of the State and city health authorities, and much is said of the further regulation of production. It is a question, however, whether much more can be done at present along this line. Milk as it is put on the market to-day is a clean, wholesome product, in the main, produced under generally excellent conditions. No one has any sympathy with the producer of dirty milk, but condemnation of the general milk supply as produced under improper conditions is unwarranted by the facts, and there is much to be said against imposing further arbitrary regulations on the average producer. The farmers are to-day, with here and there an exception, producing as good an article as they can afford to furnish at the current prices. If the consumers desire what is known as milk, they must expect to pay at least twelve cents per quart at retail. I doubt whether there is any great percentage of the public willing to come to this price at present, and until they are willing to do their part it is idle to talk of there being any great change in the present methods of production. If changes were necessary to protect the health of the public, there is no one who would favor them more readily than would I; but the milk which is sold on the market to-day is a pure and wholesome article of food, much less subject to contamination than many other of our foods about whose regulation there is practically no agitation.

The actual value of milk as a food is little understood by the consuming public. At eight cents per quart milk furnishes double the food value the same money will buy in steak, chops, oysters and eggs, and its average quality is far superior to these foods as they can be bought in the market. Much of the trouble which the consumer has with his milk is due to his own careless handling and might be avoided if the matter were better understood. The State Board of Agriculture has recently published two nature leaflets, one on the food value of milk and a second on its care in the home, which should be in the hands of every consumer. These leaflets will be sent free on application to the Board, at the State House, in Boston, either personally or by mail.

The question of a change in the standard for milk has been agitating the producers for several years past, and has been before the last two sessions of the Legislature. The discussion has been carried on with a great deal of bitterness at times, the farmers feeling that the contractors and consumers have been unjust to them, while a certain part of the consuming public has evidently felt that any attempt to reduce the standard was an encroachment on the rights of the public. The truth, as usual, lay midway between the contending factions, and the Legislature of 1908 reached a solution which must be satisfactory to all except the extremists on both sides. By the new standard, milk must contain 12.15 per cent. total solids, of which 3.35 per cent. must be butter fat, instead of 13 per cent. total solids and 3.5 per cent. fat in winter, and 12 per cent. total solids and 3 per cent. fat in summer, as was formerly the law. As a milk analyzing 12 per cent. total solids must carry at least 3.35 per cent. butter fat, and one analyzing 13 per cent. solids much more than 3.5 per cent. butter fat, it will be seen that the old standard was an illogical and unsatisfactory one. The present standard approaches very nearly to what a good herd will produce. There are many animals that will not produce even 12 per cent. milk, but very few herds where the mixed milk will not reach that figure. It is a question if the time is not soon coming when we can do away with any standard save that of purity, but at present the methods of detecting adulteration by watering and skimming are not sufficiently well developed to entirely prevent it. It is for the interest of the farmers as well as the consumers that only pure milk shall be sold, as otherwise their market is curtailed by just so much and therefore for the present a standard is a necessity.

Local Conditions.

So far as the local conditions in the city of Worcester are concerned, they are ideal, as the great bulk of the milk consumed is produced within a very few miles of the city itself. Worcester is surrounded by fertile farms, admirably adapted to dairy farming, and their owners have not been slow to avail themselves of the opportunity of combining production with the retail selling of milk. Conditions are thus of the best for both, as the producer realizes more than he could by selling through a middleman, and the consumer gets his milk in a shorter time and with less handling than if dependent upon the contractor for his supply. Not all the milk sold in Worcester is thus sold direct to the consumer by the producer, but even that which goes through the hands of a middleman is produced within a few miles of the city and reaches the consumer in a very short time, as compared with the Boston supply, much of which has to be carried for

over a hundred miles. A recent development has been the bringing in of milk by trolleys, and this is said to work to the advantage of both parties. The method is one which will be watched with a great deal of interest and with lively hopes for its permanent success, as the farmers of New England have been looking to receive considerable advantages eventually, from the opening up of better markets by the trolley lines, which form a network over so much of the region, particularly in Massachusetts. This again will be an advantage to the consumer, as it will assist him to get the products of the farm in the shortest time and best possible condition.

In concluding this very short and imperfect review of a great industry, I would urge that there should be a greater spirit of co-operation among all parties concerned. If the producers, contractors and consumers would realize that their interests are really all one, it would solve these vexed questions as if by magic. The farmer, the wholesaler and the retailer are all entitled to a fair profit, and the consumer is entitled to a good product at the lowest price consistent with this. Instead of all pulling in different directions, each seeking to overreach and outbargain the other, they should combine to work for the betterment of conditions all along the line. It is perhaps too much to expect this, but anything approaching it is to be desired, and those who contribute towards it, even if not successful in the highest degree, will have done their full duty.

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Worcester's Clean Milk Station.

By Rev. John H. Matthews.

AMONG the many agencies for safeguarding human life in a great city during the heated term, few appeal more powerfully to sympathy and common sense than so-called clean milk stations, like the one opened recently on Green Street, under the auspices of the Fresh Air Fund. It is furnishing, at a minimum price, pure, clean milk of a quality suitable for infants and young children.

JOHN H. MATTHEWS.

The trained nurse who has been engaged to supervise the work is seeing to it that the intentions of the committee are carried out from the first to the last detail. Selected cows from the farm of Mr. Frank P. Knowles in Auburn, who is generously co-operating with the committee, are thoroughly cleaned each day and then milked by a milker in a sterile white duck suit; the milk pails being made with a detachable metal cover through which there is an aperture protected by a metal hood. The pails are sterilized before each milking, and the cover and hood protect the milk from any dust and particles falling from the cows. Immediately after milking, the milk is poured into cans and cooled on ice.

The second process is then done by the nurse, who at the farm and with sterile utensils modifies the milk

by adding water, producing the several standard strengths suitable for children of various ages. Whole or unmodified milk is also prepared and kept in readiness for use under physicians' directions. The bottles are immediately placed on ice and thus transported to the clean milk station and kept there on ice until dispensed by the nurse between the hours of 8 and 12 a.m. Milk is given out as ordered by the family physician, or, if there is none, according to the weight and condition of the child. Each bottle contains enough milk for one feeding, and enough bottles will be sold each day to each child to last twenty-four hours.

The directions, which are printed and distributed with every sale, and endorsed with all possible emphasis upon every purchaser, are worthy of at least partial reproduction, as throwing light upon the final success of this enterprise. "This milk is good, and you must keep it good," is the peremptory headline put into every mother's hands. "It is enough for your baby for twenty-four hours; feed regularly as directed, if possible;" and then follow blank lines for writing in the hours, both by day and by night, for feeding. "Do not open or disturb the bottles in any way until they are needed. Keep these bottles cold; if you do not have ice, stand the bottles up to their necks in clean cold water. When ready to feed, warm the bottle to be used, quickly, by standing it in clean hot water." And certain negative instructions follow, quite as imperative as the positive directions: "Do not feed your baby anything else but water and this milk, unless your doctor

orders it. Do not give even a taste of banana, orange, candy, popcorn, potato, tea or beer."

In recording the details of this interesting experiment it is fitting to add a few facts from the experience of other cities where this plan has been demonstrated as successful in every particular. An article published a year ago in one of our leading monthlies (McClure's Magazine, June, 1907) tells of a pure milk campaign in Rochester, N. Y., under the persistent and vigorous leadership of its health officer, Dr. George W. Goler. In brief, the story of his achievement, after ten years of study and agitation, is as follows:

For those two months of every year when heat and bad food bring the infant mortality to its highest point, the city of Rochester sells milk to all comers. Because its customers are people who formerly fed their families on bad milk, the death rate for children under five years of age, for the time when the depots have been kept open, has been more than cut in half. It saved last season the lives of more than one hundred and fifty children who, if the figures of former seasons mean anything, would otherwise have succumbed. The life-saving is accomplished by furnishing clean milk. Not sterilized milk; not pasteurized milk; not any kind of otherwise-ized, baked, boiled, or metamorphosed milk at all; but just pure, clean milk furnished to young children in place of foul, diseased, poisoned milk; whereby these little citizens, instead of swelling the infant mortality records of the hot months, * * come through well and hearty, and ready to go to school instead of to the cemetery.

The closing words of this article, by Samuel Hopkins Adams, is also worthy of reproduction, as supplementing and enforcing Mr. Ellsworth's enlightening contribution to the general situation of our city as regards the surrounding territory:

Dr. Goler hit upon what seems to me the centrally important truth in the milk problem; not that the milk itself, but everything with which it comes in contact, should be made germ-proof. Back of that lies more careful inspection dairies, better State and city public service in this important matter, and a public educated to demanding pure and safe milk at a living price. Whether the municipality itself produce the pure milk or simply furnish the official machinery to guarantee its purity, is a matter which each city may well work out for itself. And as the basis upon which it all rests, stands the vital lesson of hygienic economies which this country is learning with appreciably growing enlightenment; that bad air, bad water, bad housing, bad sewering, dirty streets, and poor or impure food of whatever sort, cheaper though they may be in the immediate expense, come back upon a community or a nation, in the long run, with a bill or arrears, upon which the not-to-be-avoided percentage is appallingly exorbitant.

The following diagram shows graphically the mortality of children under five years of age before and after establishing clean milk depots in Rochester; it also shows, by the finely dotted line, the like mortality of children of the same age in our own city, with about 50,000 less population than Rochester, in the year 1906. Here is an appeal more forceful than any eloquence for funds to be promptly contributed to the fresh air work in our city for the support of the milk station already opened, and the addition of others in different parts of the city. When this perfectly pure milk is sold at only one cent for four ounces—eight cents a quart—it manifestly cannot be self-sustaining. Pre-eminently is it true of this fresh air work, that "he gives twice who gives quickly."

Mortality of children under 5 years of age before and after establishing clean milk depots in Rochester, N. Y.

Black lines indicate average mortality per month for years 1887-1896. Population, 133,896.

Broken lines, average mortality per month for years 1897-1906. Population, 181,672.

Dotted lines, mortality of same aged children in Worcester in year 1906. Population, 138,000.

Lives saved in Rochester, 2486.

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Model Milk Supply in an Old World City.

WHILE a few of our Yankee cities with their boasted progressiveness are just beginning to seek scientific and adequate solutions of the pure milk problem, it is well to remember that our Scandinavian friends in Denmark are nearly a generation in advance of us at this point. In the Outlook of May 30, Mr. Jesse E. Pope describes from personal observation conditions in Copenhagen which ought to arouse both admiration and emulation in our more youthful American municipalities. In connection with the extended discussion of this subject, we quote somewhat at length from this illuminating article:

Nature has been prodigal in her gifts to Copenhagen, and her people deserve no particular credit because they are born gracious and hospitable; but to turn the attention to the prosy and difficult problem of furnishing a prime necessity in a fresh and pure state, at a price so low as to put it within reach of all, is a work of deliberate will, is the work of the good citizen part of us, if you please; and that Copenhagen has done this is, in my opinion, a greater distinction than anything else she can boast. If one will visit the central plant of the pioneer of this good work, Kobenhavns Maelkeforsyning (The Copenhagen Milk Supply Association), and some of the dairies which furnish it, he

will understand why the milk supply of Copenhagen is acknowledged to be the best in the world, and has been adopted as a model by many other cities of Europe.

Thirty years ago the milk supply of Copenhagen was as bad as it could be. Thousands of cows were kept in filthy city stalls, and were fed the year round on the offal from breweries. Nor was the milk from the country immediately around the city much better; barns were filthy, and the cows were diseased and badly fed. Inspection there was none, and milk was adulterated beyond recognition. The railways refused to transport it, and the area which could be drawn on was so restricted that milk was dear as well as poor. Since that time Copenhagen's population has doubled; but its milk consumption has increased fivefold, until now every man, woman and child consumes, on an average, four-tenths of a quart (nearly a pint) daily. * * * * * * *

The story is told, and it is a true story, that one morning in 1878 Hr. Busck, an enterprising business man of Copenhagen, noticed that one of his workmen looked down-hearted. On being questioned, the man replied that his baby, always delicate, was very sick. "With truly good milk," he added, "I think we could manage to raise him; but where is one to find it in Copenhagen? This morning the liquor dealer who has been letting me have milk refused to sell it to me any longer because I buy no liquor." Moved by this harrowing tale, Hr. Busck wrote a letter the next morning to some of the leading men of Copenhagen, telling them the workman's story, and asking them to meet to talk over ways and means to overcome the evils it had so vividly brought home to him. The outcome of this appeal was the formation, in April, 1878, of Kobenhavns Maelkeforsyning. The new society took for its motto, "Ren Mealk af sunde Koer" (Pure milk from healthy cows).

In the early stage of the work of this organization efforts were made to enlist the co-operation of the influential citizens, and also of the farmers of the outlying country. The beginnings were on a small scale; patient educational work was essential; a complete revolution in methods of dairying and transportation was brought about. The results that have finally been achieved are as follows:

The milk is of three classes: (1) That for general consumption, consisting of whole milk and partially skimmed milk—that is to say, milk from which the cream has been removed after it has been on ice for twelve hours, and which contains one per cent. butter fat; (2) children's milk (Bornemaelk); and (3) infants' milk (Spaede Borns Maelk).

After the milk has passed inspection it is subjected to special filtration and put in cooling vats. The infants' milk, obtained from cows specially selected and cared for, undergoes further filtration, is variously modified to meet the requirements of nurslings, and is put up in bottles of such shape and size as to be suitable for nursing-bottles; and only enough is sold at one time to furnish a supply for twenty-four hours. The children's milk is obtained from special herds, is more thoroughly filtered, and is sold only in bottles. The milk for general consumption is not bottled, as the company holds that the extra cost and the breakage of bottles would raise the price out of proportion to the benefits gained. Frequent examination of the milk bears out this contention. As it is delivered ice cold at the door, and sufficiently often to do away with the necessity of keeping it long before consumption, the need of bottling is reduced to a minimum. The company does its own retailing, principally from wagons, the doors of which are locked at the factory, and from which the milk is drawn off by means of faucets, thus making it impossible to tamper with it. * * * * * * * * * * *

How well the wants of the consumer are studied and met is shown by the following table:

	Per Quart	
	Ore	Cents
Cream for whipping (Piske Flode),	108	28
Cream No. 1,	84	22
Cream No. 2,	64	17
Whole milk, unbottled,	16	04
Half-skimmed milk, unbottled,	8	02
Buttermilk, bottled,	10	02½
Children's milk, bottled,	20	05
Infants' milk, modified, bottled,	35-45	09-11½

These prices are maintained the year round, and are displayed on bottles and wagons, so that all who run may read. The farmer receives a net price of 11 ore per quart for ordinary whole milk and 13 for children's milk, so that the difference between the price paid him and that charged the consumer is in one case 5 ore (1.3 cents) and in the other 7 ore (1.8 cents). Special tickets are distributed to those in distress, entitling them to obtain milk either gratuitously or at reduced prices, while hospitals and children's homes are also supplied at a reduction. Furthermore, the furnishing of excellent milk from which a part of the cream has been removed enables the poor to enjoy the essential benefits of a milk food. Through the valuable educational work of Docent Fjord and his successors, even wholly skimmed milk has come to be recognized in Denmark as a wholesome, nourishing and exceptionally cheap food; and much more can be urged in favor of this partially skimmed milk. In 1906 the society sold nearly one-half as much of this milk as of ordinary whole milk, a fact of deep significance to us Americans; for here whole milk is often sold at a price absolutely prohibitive to large masses of the people.

In any consideration of the milk situation in our own city, such methods and results as these merit careful consideration. Their bearing upon the problem of food supply, as well as upon the question of a low rate of infant mortality, is evident. The conclusion of Mr. Pope's article strikes a high ethical note which is worthy of utmost emphasis:

In this article I have confined my attention to Kobenhavns Maelkeforsyning; and while it is true that it furnishes only a part of the 200,000 quarts sold daily in Copenhagen, it has been the pioneer and has set the standard to which its competitors have been forced to come; and it is to this company that Copenhagen owes the distinction of being, to quote Dr. Rothschild, "the city of Europe best supplied with milk and most richly endowed with model dairies."

The secret of this wonderful success lies in the spirit of the milk suppliers of Copenhagen, who, while not neglecting their business interests, have steadily regarded their work as a patriotic service. It is to be hoped that the men engaged in supplying milk to our own cities will come to take the same view of their high calling, for on this depends the ultimate solution of the problem of obtaining a pure and abundant milk supply.

The Wilderness Blossoming Like the Rose.

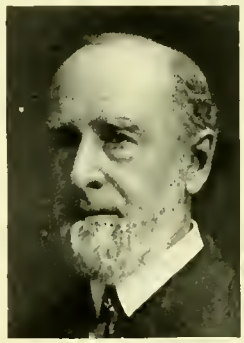
By Donald Tulloch.

Worcester has had ample and thorough demonstration the past two months of what can be accomplished through the medium of free gardens for the unemployed.

DONALD TULLOCH.

On April 21, there was held in the Board of Trade Hall a meeting of a few persons interested in the formation of an organization for the purpose of furnishing free gardens to those out of work in Worcester. A lecture, illustrated by the stereopticon, handled by Rev. John H. Matthews, was delivered by James H. Dix of Philadelphia, on "Farm Gardens in the City," being an exposition of the work performed in this respect by the Philadelphia Vacant Lots Cultivation Association. Two days later was formed the Worcester Vacant Lot Cultivation Society, and these are the officers and members of the Executive Board now in charge of the work: President, H. H. Merriam; Secretary, Donald Tulloch; Treasurer, George T. Dewey; also, Milton P. Higgins, Rev. John H. Matthews, Dr. Amanda C. Bray, Judge W. T. Forbes, Rev. Austin S. Garver, Richard H. Mooney, Rev. Arthur L. Weatherly, Miss Nella Marble, Walter D. Ross, J. L. Ellsworth and Halleck Bartlett. This organization began its work rather late in the season, but it may well feel proud of its beginnings; and the gardeners are now reaping the fruition of their efforts to help themselves.

What has been accomplished, in brief, is this: The society has secured the loan of cultivable land as near as possible to the center of the congested districts; ploughed the land, harrowed it and put on the dressing, all of which was done free of charge. Applications for gardens by those out of work and needy began to flow in to the secretary; the applicants were thoroughly investigated by the secretary and superintendent, and when approved were given sections of land and allowed to choose their own seeds, which were also furnished free of charge by the society. Every gardener received at least one bushel of fine seed potatoes and some of them, because of the size of their families, were given more; other seeds requested and given were corn, beets, onions, turnips, parsnips, lettuce, radishes, squash, peas and beans.



H. H. MERRIAM.

The gardeners did their own planting and cared for the gardens, and in the last two or three weeks they have been receiving the result of their efforts in fine, fresh vegetables for their own table, or, as in some cases, for the market.

APRIL, 1908.

Although many were late in beginning, the weather on the whole has been favorable, and they have made substantial progress, with prospects of good crops at the season's end. Forty families and nearly a dozen

different nationalities are represented by these tillers of the soil.

The gardens are situated at Highland Street between Roxbury and Somerset Streets, on Holmes Street, in South Worcester, on the Crompton estate, between Piedmont and Hawley Streets, at Indian Pond, on Messinger Hill, at Columbus Park, at the corner of Main and Richards Streets and on Caro Street.

The natural question arises: What does it all amount to, and does it pay?

Go and look at the gardens; watch the men, women and children at work; see their pleasure at bringing home the fruits of the earth, derived by their own industry and toil. Think, too, of the gardener's independence; his gains come from self-help. Many of these men were sick and disheartened; all were out of work and needy; they had nothing to look forward to for this summer and fall. This work has brought them back to nature, and is of an educative and uplifting character. Men and boys have been taken away from idle wandering about on the streets looking for work. The expenses of the city almoner's office have been greatly reduced, and also the outgo of the Associated Charities and the churches. And what is best of all, the spirit of independence and honor of men and women have been maintained.

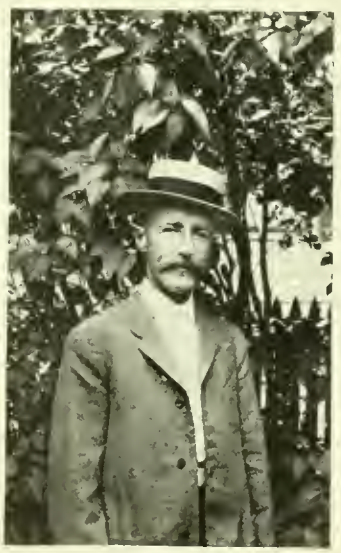
The land used for gardens was known previously as a dump or waste land; look at the transformation! Compare the dump on Piedmont Street, as shown in the cut, with its appearance as a garden.

Superintendent Dudley visits the gardens daily and by advice and assistance the gardeners, who were not up in gardening, were posted on how best to do it, and the result to-day is a splendid array of vegetables in every garden, with the workers taking unusual interest in the outgrowth of their own labors.

This work has been maintained throughout by public subscription. It has not fallen heavily on any one person. Many have felt it a pleasure to give, knowing that the money was placed in safe hands and the object was a worthy one.

JULY, 1908.

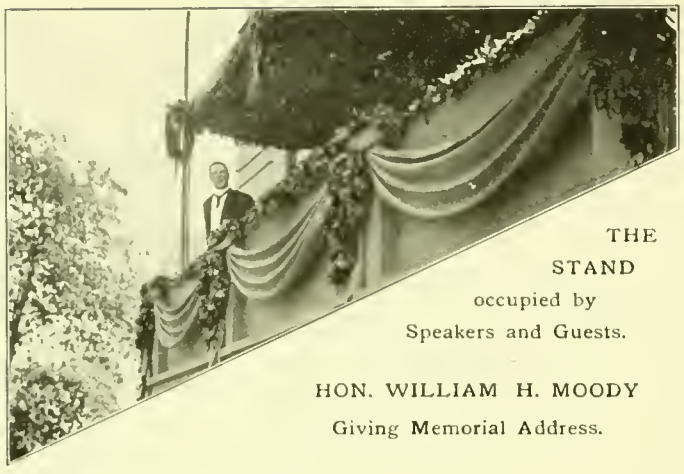
It now looks as if the work would be continued next spring, and on a more extensive scale. Manufacturers say that by next February business will be good; but there will always be some unfit for laborious toil who are needy; and for every such person there should be some work of this nature which will help him to help himself. Reader, if you believe in this work of assisting the unemployed and preventing misery and hunger among the wives and children of these homes, take your auto or carriage or the trolley car and visit those gardens; speak to the gardeners, and if you feel that a good work has been accomplished, call up Treasurer Dewey and so inform him. He will also be glad to receive your check, and acknowledge it through the public press.



SUPERINTENDENT DUDLEY.

Dedication of the George Frisbie Hoar Statue.

Tributes from the City, the Commonwealth, and the Nation.



THE STAND occupied by Speakers and Guests.

HON. WILLIAM H. MOODY Giving Memorial Address.

UNDER ideal conditions of weather the city of Worcester has nobly dedicated to its high uses a noble statue of her great and greatly beloved citizen, George Frisbie Hoar. It is fitting that these pages should preserve in print and picture some of the significant features of that day. To reproduce the deep feelings of the vast multitude that gathered on that occasion is an impossibility; but we take pleasure in gathering together what seem to us typical selections from the wealth of oratory which was called forth on that occasion.

Mayor James Logan, who presided, voiced the feeling sentiments of Worcester, and indicated the widespread desire and interest which lay back of this memorial, in the following utterances:

Ladies and Gentlemen:—

We have assembled here to-day to dedicate this memorial which has been erected by his fellow citizens to honor the memory of him who was the first citizen of this Commonwealth.

This occasion is great because of the purpose for which we have come together, because of the character and fame of him whose memory we thus honor—our friend and neighbor, George Frisbie Hoar—a man whose whole life was characterized by unselfish public spirit, of unremitting, intelligent, well-directed effort for the welfare of his country and his fellowmen. He had the ability to have amassed a great fortune, but he passed that by, putting aside the emolument of his profession, devoting his time and splendid talents to the public service, living a frugal, simple life that he might serve you.

It is good for the State and nation in these days of strain and stress, when so much is measured by the standard of the dollar, to realize that the old truths still hold good, that "a good name is rather to be chosen than great riches," and that "he who is greatest among you shall be your servant."

It is an inspiration for us to have such a splendid object lesson of the responsibility of citizenship and devotion to duty which compels men to pause in their mad rush for wealth, and power and position, that they may take knowledge of the eternal verities, and see that there are some things of more permanent value than money, things which money cannot buy, and which death itself cannot take away.

Photo by Davis & Riggs. THE STATUE AND ITS SURROUNDINGS.

Amid the strife and turmoil we sometimes fail to discern the true greatness or the beauty of a life, but when death comes with its wonderful silence, which gives to us the true perspective, then it often happens that the life that has been lived so near to us that we may have failed to appreciate it, stands out in bold relief and with a clearer vision we see its beautiful outlines.

The metal which was cast into the melting pot which we call life, having passed through the fire, the dross has vanished and only the pure gold remains.

Nothing can be more fitting and seemly than the departure of one whose work has been well finished, and who has reached the evening of his day. He lived a noble life of service, and we are here met to celebrate the victory of that life, the triumph of a noble character.

And when in the stillness of that September night God called him home, and we listened to the mournful tolling of the bells which made known to this community its great loss, that a prince among men had fallen, that the spirit of George Frisbie Hoar had returned to God who gave it, there went up from this stricken people a mighty sob, and we were taught that there was a brotherhood of grief, and that it was not unmanly to weep.

To quote from a recent writer:—

"It would rob death of half its sting to be assured that daily your face would live before the vision of faithful hearts and your memory with redeeming faults as well as some few excellencies be kept green by unchanging affection."

And this I believe would be his highest wish, to be held in loving remembrance in this too forgetful world.

The desire to be remembered beyond this short span of life is a real and persistent one. It shows itself quite unconsciously in the boy who carves his name or initials on the bark of the white birch, the fence post, the barn door, or on the desk in the district school; but to have left one's secret mark upon men, to have left the impress of one's life upon the nation, and when life's work was ended to be held in close and loving remembrance, not alone by those with whom he had been intimately associated, but by thousands whose names he could never know, whose faces he had never seen, is surely one of the richest compensations of earth.

And so we have erected this monument, paid for by the free will offerings of over 30,000 people: 2648 subscriptions of 1 cent, 22,820 from 1 cent to 25 cents, 3139 from 25 cents to $1, 15 subscriptions of over $100, and the subscriptions of 128 societies. And this has been done as a reminder to the youth of coming generations of the life he lived, and of the service which he rendered, that they may be inspired with the true grandeur of American citizenship as exemplified in the life of this patriotic public servant, useful citizen, faithful friend and charming companion, the memory of whose life and service will be to this community an abiding possession.

It was a peculiar joy to the citizens of Worcester to welcome the Chief Magistrate of the Commonwealth, restored after grievous illness to the friends whose sympathy had been so unceasing. His words, though few, were weighty and uttered from a full heart. Governor Guild said:—

If I for a moment tax the patience of an audience eager to listen to the orator who most fittingly can deliver an appreciation of George Frisbie Hoar, speaking not only for our great Senator's chosen profession, but for the nation itself, it is only because no garland of encomium that we could weave would in the eyes of our lost friend be quite complete did it not contain at least a strand of the official blue and gold colors of the Commonwealth.

The life and services of the man belong to the United States, but the man himself belongs to us. By tradition, by descent, by temperament, by ideals, he was all Massachusetts. Not her history merely, but every familiar bird and flower and tree were the objects of an attachment that was almost a passion.

A ripe scholar, the swelling hexameters of Homer, the tripping odes of Horace were to him no language of the dead, but the words of living friends. He brought to his great task an equipment based on a reading as broad as it was profound in history, in political economy, in literature. Yet, beneath it all, the shrewd, keen, analytical New England nature lay as the bed rock of his character.

Downright in his decisions, this was a world of black and white to him, with never a hint of gray. Right was right and wrong was wrong—to be respectively defended or attacked with equal ardor, almost with equal savagery. His logic, like his life, was as singular in its strength as in its simplicity.

His first question was never, "Is this thing expedient?" but "Is this thing right?" and his appeals for support were not to the leaders of faction, but straight to the conscience of the people.

We shall remember him, indeed, in future years as the last of the Puritans; not because he was austere—he exulted in the joy of living; not because he was prejudiced—he was a very crusader for the rescue of free thought in a free land; but because in public as in private life he lived uncompromisingly according to conviction and preferred defeat to equivocation.

A seeker for the ideal, he had in marked degree the saving grace of common sense, and in him honest independence never degenerated into mere fantastic opposition.

A wit, a scholar, a jurist, a statesman, a Christian American gentleman, we may well be proud that when posterity in the days to come names George Frisbie Hoar, it will be forced to add "of Massachusetts."

The main address of the day was delivered by Hon. William H. Moody, Justice of the United States Supreme Court, and was a worthy tribute from the nation which he represented to one who had given himself so completely throughout a long and fruitful life to every service which his country asked. It is of course impossible to give any conception of its dignity and discriminating power in the brief extracts which follow:

Mayor Logan introduced Justice Moody, who was greeted with much applause. The justice said:—

I hope to receive your indulgence for the briefest reference, in the beginning, to a subject which primarily concerns me alone. But it concerns deeply the proprieties of my official station, and for that reason is not indifferent to others. It might well be left unnoticed on this occasion, were it not that it leads up to a thought which ought to have place in the forefront of these observances. One of the considerations which restrained me from the instant and eager acceptance of this high privilege was the doubt whether the silence upon present political issues imposed by the judicial office could be reconciled with an attempt to commemorate a life devoted to the public service, in the ways of statesmanship, and in the works of political leadership. But the doubt was resolved by the reflection that this famous political career, though its significance lives to-day and ought always to live, is as essentially of the past as though it had ended a generation ago.

Who understood this better than he himself, or expressed it more beautifully than he, on the centennial of the establishment of the government at Washington, where he said of his contemporaries, "Their work is about done; they seem to survive for

a brief period only, that the new century may clasp hands with the old and that they may bring to the future the benediction of the past''?

How clearly is this truth manifested in the autobiography which he left to us. The administration which has played so great a part during the opening years of the century and the questions with which it has mainly dealt, appear but dimly there. The chief of that administration receives now and then a casual mention; its principal officers none at all. He enters into no debate on the momentous social and economic problems which have come forward so recently, and we know nothing of his opinions with regard to them, except as they may be gathered from his views of the older conflicts out of which they grew.

So it happens that we may seek to portray the principles which governed this illustrious public character, and to cherish those which are beautiful and enduring as a rich inheritance, without fear that in the attempt we shall fan the embers of political strife into an angry flame. * * * * * *

of New England in the question of interstate transportation. Many years after, in the Senate, he had a large share in giving its final form to the misnamed Sherman act for the suppression in interstate commerce of the combinations loosely called trusts, but he disagreed with the interpretation which the Supreme Court has since given to that act.

He was always a supporter of a national bankrupt law, and without his aid the law now upon the statute book would not have been enacted. In his long legislative career, illustrations of his potent influence upon questions of such nature might be multiplied. For dealing with them, he was well equipped by a long experience at the bar, an adequate knowledge of constitutional principles, a keen intelligence, all made singularly effective by the capacity for tactful and lucid debate.

In this region he was an equal among his associates, but no more. Here he labored earnestly, faithfully and with notable results, but without the enthusiasm which he reserved for what he deemed higher things.

Photo by Davis & Riggs. SCENE AT THE DEDICATION.

Mr. Hoar was in full accord with the constitutional and economic principles of his party, principles which it may be said to have inherited in large part from the Whigs, though the heir developed and increased the inheritance. He was therefore an ardent advocate of the policies of internal improvement and of tariff protection to our industries. In his interpretation of the Constitution he was of the school of Marshall, Hamilton, Wilson and Webster. He recognized that the national government, in all its branches, was one of delegated and limited powers, but he found in the broad and general grants of power contained in the Constitution ample authority for efficient national rule, and did not demand that every governmental act should find its special warrant in specific words.

He appreciated clearly the vast extent of the power vested in Congress by the commerce clause of the Constitution. Resting his position on this clause, in a speech in the House of Representatives as early as 1874, he supported a bill, which he in part had framed, for the regulation of the rates of interstate railroads, and in that speech he showed briefly, but conclusively, the interest

He became one of a still more select company when there came forward problems touching the nature of our government and the relations of the several parts to each other and to the whole, and to the people whom by their choice it ruled. At such times, he spoke and was heard as one having an authority which was shared with few others.

When we pass to still higher altitudes we find him standing there alone. In his splendid isolation we may always yield him reverence, even though it be that our lesser faith now and then falters. He has been called a Puritan of the Puritans. Indeed, he had no trace of other blood, and the stern qualities of the race that overturned thrones, destroyed misrule, created institutions and founded governments came down to him through every avenue of descent. But his came to be a puritanism without intolerance, as zealous for the civil and religious rights of others as for its own. He was a man of ideals, and they broadened and sweetened his nature. His ideals ruled not only his faith, but his conduct as well. He held them above party, above friends, above success, above renown.

Something About the New England Fair.

A Chat with its Genial Secretary.

One of the busiest men in Worcester just now is Mr. E. S. Knowles, the Secretary of the Worcester Agricultural Society; but he kindly found time to sit down for a few moments in our rooms, and answer some questions concerning the past, present and future of this oldest of Worcester institutions.

WALTER D. ROSS.

"Do you appreciate the fact," Mr. Knowles began, "that we as a society are within ten years of our centennial? We started in 1818, when Worcester was a village of just three thousand inhabitants. Some of the most distinguished citizens of the Commonwealth have been prominent in our affairs; such as Hon. Levi Lincoln, for nine years Governor, and his brother, William S. Lincoln; Hon. Isaac Davis, Hon. Stephen Salisbury, Sr., and many others. For years the annual 'Cattle Show,' as it was called, was held on the Common, which was also used as a training ground. There was no admission fee; the chief attractions were the annual address by some very distinguished person, and the plowing match held on some nearby field."

"When did you first have grounds of your own, Mr. Knowles?"

"That advance step came in 1855," was the reply. "The Society bought and enclosed the grounds on the west side, made a fine trotting track, and after that horse racing became a prominent feature, making necessary a two days' fair. The Society then began to grow rapidly, the membership now being about 1800. One of the star attractions became an annual competitive drill and race of the hook and ladder companies of the county; and later stage shows were added."

JOHN G. TALLANT.

"When did you move to your new grounds?"

"Nine years ago," replied Mr. Knowles. "We sold the west side grounds for $185,000, reserving the buildings, which were removed and re-erected, and adding more buildings."

"What has been the patronage year by year?"

"I think our highest attendance has been between 40,000 and 50,000, a little nearer the latter than the former figure. Last year we had the best material ever secured in the way of attractions, and we were hoping for a record-breaking attendance, but we had a most disappointing experience. Almost as soon as the gates opened, it began to rain, and continued with but little cessation till the last afternoon. On the morning of the third day our race track was a sea of mud and water, our vaudeville show was completely soaked, and our tight-wire exhibitions an impossibility. We lost $3200; but our courage is to-day good, and we hope to make it all up this year and increase our balance."

NEW INDUSTRIAL BUILDING OF WORCESTER AGRICULTURAL SOCIETY.

"What can you say, Mr. Knowles, as to the new Industrial Building and its prospects?"

"Our greatest want in the last few years has been for space in which to accommodate our merchants and manufacturers. Our large Agricultural Hall has been crowded to the limit; and when at the last annual meeting it was voted to invite the Board of Trade and the Merchants' Association to unite with us in holding an Old Home Week Fair, we were confronted with the serious problem of room. After careful consideration and consultation with our friends, there seemed to be but one way out of this dilemma. Would the members of the Society stand for a new exhibition building? At a fair-sized meeting there was practically a unanimous vote to take $12,000 for such a purpose, as a wise investment."

EDWIN E. DODGE.

"What, in your judgment, are the special advantages to be expected from such a building?"

"There has long been a feeling that in a city of such widely varied industries we should make at least a beginning of a permanent exhibition of our manufactures, centered in some one place of convenient access. This is specially true when we remember the distance between many of our factories. If a visitor interested in several plants as far distant as Greendale and Quinsigamond and Jamesville could find their various processes going on in one building, it would be a great convenience and attraction. We hope this new structure will at least make a start in this direction; we should like to see it so crowded with exhibits this year as to oblige us to enlarge it somewhat before another fall. Nearly one hundred manufacturers and merchants have applied for space, promising us exhibits."

GEORGE F. BROOKS.

"Who have had charge of the planning and construction of this new hall?"

"Mr. Geo. H. Clemence prepared the plans and specifications, calling for a structure 176 feet long by 80 feet wide. Mr. B. W. Stone, to whom was awarded the contract, is pushing the work as rapidly as possible, and expects to complete it somewhat in advance of the time set. When two such organizations as the Board of Trade and the Merchants' Association with their presidents, Mr. Brooks and Mr. Dodge, join forces with our two leaders, Mr. Ross and Mr. Tallant, we may feel confident that the old Worcester Agricultural Society will this time succeed in surpassing all her past achievements. If the citizens of this city and of the county will do their part, and we have any such clear skies as for the last month, this year's exhibition ought to be a great success.

The General Assembly of 1908.

Legislation Affecting Worcester.

By Hon. Elmer C. Potter.

COMPARATIVELY few special acts were passed by the Legislature of 1908, for the city of Worcester. There were three bills presented to enlarge the authority of the School Committee, one of which, that of the Public Education Association, radically changed the present system. Only one of these bills met with favor, that giving to the School Committee authority over the janitors of the school buildings. A bill to give the Board of Aldermen authority to give permits to construct and maintain bridges across streets met with opposition, and was modified into a special bill authorizing them to give such permits to the Crompton & Knowles Loom Works on Grand and Tainter Streets and to the White & Bagley Company on Manchester Street. The extension of the Crompton & Knowles plant was dependent upon this legislation. The incorporation of the Worcester Foresters of America Building Association was the first step toward the erection of another handsome block in Worcester. The order is so strong in this city that it will probably be but a short time before they are ready to begin construction. Chapter 274 facilitates the removal of buildings on land taken by the city of Worcester for municipal purposes, and chapter 276 provides that in this city the title to such land shall pass to the city on the filing of the plans of such taking in the Registry of Deeds. These two bills will do away with much trouble that has arisen in the past. An appropriation of $8500 insures the proper completion and equipment of the addition to the Armory, which gives especial satisfaction to the officers and men of Battery B.

ELMER C. POTTER.

Nominations for senator in the First Worcester District, comprising Wards 4 to 10 inclusive, now made by delegates in convention, will hereafter be made at caucuses by direct vote, in the same way that nominations for mayor are now made. Members of the State committees will be elected at the same caucuses. The passage of this act leaves but one political district in the State which is wholly within one municipality in which the delegate system is retained, the second Middlesex, in the city of Cambridge. The passing of the American Antiquarian Society from its present quarters by the Court House is forecasted by the passage of a bill authorizing the County Commissioners to purchase their land for the purpose of increasing the accommodation of the Court House. The society is likely, how-

ever, to continue its occupation of the property for two years longer, till it is able to provide itself other accommodations.

One of the most important of the general bills affecting Worcester, as a municipality, is the one which exempts from taxation future issues of the city's bonds or notes. It is thought that this will materially increase the premium and reduce the interest charges on municipal indebtedness. The change in the law relative to the distribution of the franchise taxes of business corporations will affect the city favorably to a degree, but not to a large extent. There were a number of acts of interest to the people of Worcester other than these, but as they do not affect Worcester as a city they cannot be specifically mentioned in this article.

June Trade Conditions

Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

IN all departments of trade and industry, improvement continues to make slow progress, notwithstanding the favorable sentiment regarding the outlook, crop reports, etc. Customary mid-summer dullness is felt in retail lines, but with semi-annual sales, department stores are maintaining favorable comparison in volume.

Local freight tonnage for the month shows but slight improvement over last, and clearing-house receipts for the first six months of the year show a decrease of about 16 per cent.

Manufacturers continue to operate with marked conservatism, wire and wire specialty productions show a decrease of 25 to 30 per cent., and makers of machine tools, lathes, etc., are experiencing a most inactive trade. There is a little more inquiry being made for textile machinery, and corset manufacturers have experienced a very fair volume of business. Woolen mills still report little or no activity, as a whole.

Collections are universally slow and failures for the first six months of 1908, compared with 1907, are as follows:

	1908			1907		
Date	No.	Liabs.	Assets.	No.	Liabs.	Assets.
Jan.	17	$86,506	$31,967	13	$102,313	$35,265
Feb.	8	56,123	6,201	6	60,576	10,978
Mar.	9	52,999	15,485	9	61,679	7,712
Apr.	14	488,293	140,950	12	298,591	141,673
May	3	5,608	2,415	6	32,454	10,370
June	3	233,573	96,250	10	19,843	2,830
	54	$923,102	$293,268	56	$575,456	$208,828

Summary of Crop Factors.

(From the Wall Street Journal.)

Practically every one of the more important crops has gained rather than lost in condition and prospects during the week comprised in the latter part of June and the beginning of July.

Even though expectations were not quite realized in the Government's cotton report, there have meanwhile been improvements over most of the territory. The Government's rating, which fell slightly below the ten-year average for June, would have been much better but for the handicap of that portion of the belt west of the Mississippi. Timely rains have in the interval bettered conditions there, and it is safe to say that at this time the cotton crop as a whole is above the ten-year average.

Winter wheat is giving a better account of itself as harvesting and threshing progress. Although the southwestern yield is smaller than normal, that district is the weakest aspect of the whole surplus region. The country will reap a fair crop, owing to the better general condition in the older States. Wheat east of the Mississippi has generally headed out well. A ruling price of eighty-five to eighty-eight for September wheat at Chicago indicates the estimates set upon the new crop

Advances in European prices have been the rule recently there, where the crop outlook is not quite so good as expected, though it is not unfavorable outside of southwestern Russia. With the excellent prospects of spring wheat at home and in Canada the market is likely to turn easier. At any rate mills are waiting for that effect with some ground for their hopes. Meanwhile new wheat is not moving freely, partly because growers consider it worth more than the market offers.

The corn crop has gained substantially over a greater part of the leading corn States. The stalk has a healthy color and is growing rapidly, thanks to the more abundant rains of earlier weeks, which though they delayed planting and culture then, are now favoring the growth. Fodder crops everywhere are of the best, except in parts of New England, where a long, dry spell has spoiled the chances of good yields. The fine weather has favored field work through the central and southern portions of the country, and the Pacific coast is in general harmony with the rest of the sections in its agricultural outlook.

Review of Current Events

June 1.—W. R. Mill elected President of Worcester Reform Club at annual meeting.

June 2.—Miss Clara Barton, of Red Cross fame, mustered into Charles Devens Post, G. A. R., at Oxford, her native town.

Nineteenth annual meeting of the Finnish Lutheran Synod of America opens at Finnish Lutheran Church, with 200 delegates present and Rev. John K. Nikander of Hancock, Mich., presiding.

June 3.—Holy Cross goes to New Haven and beats Yale at baseball, 1 to 0, with Dowd in the box, repeating the Worcester performance of May 23.

Mrs. Augustus B. R. Sprague elected President of Worcester Woman's Club.

June 4.—Conductor Wilfred R. Daniels, of Worcester Consolidated Street Railway Company, caught between two cars at Rice Square and fatally injured.

Water reservoirs visited and inspected by Worcester City Council and 2,500,000,000 gallons are found in storage.

Members of Massachusetts Senate entertained at Tatassit Canoe Club by Senator James F. Shaw.

June 5.—Work begins on two new wards for Memorial Hospital to cost $76,000.

The Barnum & Bailey circus comes to Worcester and appears before large audiences.

June 6.—Annual automobile hill climb at Dead Horse Hill brings out 20,000 people, who see the mile made by a Stanley automobile in 55 3-5 seconds. The 1906 record of 1.01 2-5, made by a Darracq, a gasoline car, was broken five times.

Worcester High School beats Groton School by four lengths in eight oared race on Nashua River.

Worcester Light Infantry, veteran and active associations, celebrate 105th anniversary at Fort Shrewsbury with target shoot and dinner. Active association is presented efficiency medal by Mayor James Logan, and announcement is made that cannon from Watertown Arsenal will guard entrance to rifle range.

June 7.—Fred H. Farwell, 15, of Groton, Ct.; Winnifred Cross, 16, of Worcester; Mary L. Swett, 17, of Worcester, drowned by capsizing of canoe, near Blake Island, Lake Quinsigamond; Wilfred Duquette, 16, drowned in Coes pond while bathing; Esther M. Carlson, 3, drowned by falling from wharf on Huntington Avenue at Indian Lake.

Rev. Shepherd Knapp preaches baccalaureate sermon on "Riches" before graduating class of Worcester Polytechnic Institute at Central Church.

Rev. John J. Lunney preaches baccalaureate sermon to Holy Cross College graduating class at college chapel.

Rev. Walton S. Danker preaches baccalaureate sermon to graduating class of Highland Military Academy at St. John's Episcopal Church.

June 8.—Highland Military Academy closes baseball season by beating Hudson High School, 8 to 6.

Worcester Academy defeats Classical High School team, 18 to 6, in annual game.

Worcester Academy holds annual interclass games, Bartlett winning in individual score with 18 points, and class of 1909 wins meet with 51 points, leading seniors 11 points.

Central Massachusetts Companions of the Forest hold annual reunion and banquet in Mechanics Hall.

June 9.—Donald M. McMillan, instructor and physical director of Worcester Academy, selected by Commander Robert E. Peary to accompany him on his dash to the north pole.

New England Allied Printing Trade opens fourteenth annual convention in Worcester, re-electing James F. McGirr, of Boston, President.

Highland Military Academy has fifty second graduation, with six cadets being awarded diplomas. Address is delivered by Rt. Rev. Alexander H. Vinton, of Western Massachusetts Episcopal diocese.

June 10.—Two freight trains on New York, New Haven & Hartford Railroad collide at Auburn, two men being injured and 15 cars wrecked.

Holy Cross beaten 1 to 2 in 11 innings by University of Pennsylvania in last home game of the season before 3000 spectators.

Rev. John D. Pickles, of Lynn, formerly pastor of Trinity Methodist Church, dies in Lynn Hospital, aged 60 years.

Worcester Polytechnic Institute graduates 71 students—largest in history of school—with Mayor James Logan as commencement orator, his subject being "Changing Industrial Conditions."

June 13.—Worcester Fire Department establishes half hour record of answering five alarms in 30 minutes.

Holy Cross baseball team defeated, 4 to 3, by Harvard at Cambridge, with Mansfield in the box.

Fritz H. Small defeats Rockwood H. Bullock for Worcester tennis championship on Sever Street court, 2-6, 6 0, 9-7, 1 6, 6-2.

Worcester Company of Second Massachusetts Regiment leaves for Pine Plain, N. Y., for eight days' duty in military camp.

Cole Albert Porter of Peru, Ind., wins first prize in annual Worcester Academy Dexter prize speaking contest at First Baptist Church.

June 14.—Baccalaureate sermons delivered to Worcester Academy and Clark College graduating classes. Rev. Dr. George E. Horr, of Newton, talks to Academy students at First Baptist Church and Rev. Dr. Frank Crane gives advice to Clark College seniors at Pilgrim Church.

Bay State and Worcester lodges, Brotherhood of Railroad Trainmen, hold joint memorial service in Vasa Hall.

Worcester veteran and active firemen observe firemen memorial day with services at Hope and St. John's cemetery. Speakers at Hope cemetery were Mayor James Logan and Rev. V. E. Tomlinson, and at St. John's cemetery, Rt. Rev. Mgr. Thomas Griffin.

June 15.—Worcester Commission on Industrial Education reports to City Council, after a year's deliberation, and recommends an industrial school for boys and girls at Grove and Concord Streets, the school to accommodate 200 pupils at an estimated yearly maintenance of $20,000.

Worcester Academy students have class day, with Percival Vaughan, Buffalo, as class orator.

Frank William Peters, '10, wins first prize in Clark College annual prize speaking contest, his selection being from "Peer Gynt."

June 16.—Gov. Charles E. Hughes of New York stopped off an hour in Worcester on way to Providence to attend Brown University commencement.

Classical High School 1 all team defeats South High 10 to 2, in final interscholastic baseball league and wins Bullock trophy for 1908.

Worcester Academy holds 74th commencement, 36 pupils being graduated. The annual prizes for excellence in scholarship and character and best oration in form and delivery at graduation were won by Russell Milton White, Taunton, and Allen Hazen Gates, of Shalapur, India, respectively.

Holy Cross closes baseball season by defeating Williams at Williamstown, 5 to 0.

June 17.—Miss Gertrude Strauss defeats Miss Ruth Waite, 6-3, 6 2, in finals for Worcester tennis championships.

Henry Putnam Nichols, for 55 years in the employ of the Western, later the Boston & Albany railroad, dies at home, 8 Orcad Street, aged 86 years.

Clark College class day exercises held at college campus, the tree oration being given by Leroy M. Handy.

Annual reunion of Fifty-seventh Massachusetts Regiment Association takes place in Board of Trade Hall and elects Guilford P. Heath, of Northboro, President.

June 18.—Nomination of Hon. William H. Taft as Republican candidate for President celebrated by ringing of bells and firing of cannon, in Millbury, this being the first town in

the country to take special notice of the occasion, it being the boyhood home of the candidate.

Clark College has fourth annual commencement, graduating 16 students, with Hon. David J. Brewer, associate justice of the United States Supreme Court, as commencement orator.

Holy Cross College at annual commencement graduates 52 students, the largest in its history, and has Gov. Curtis Guild, Mayor James Logan and Bishop Thomas D. Beaven as guests of the college.

June 19.—Graduation exercises of the Worcester high schools held in Mechanics Hall, with addresses by Mayor James Logan and City Solicitor Ernest H. Vaughan.

June 20.—Col. Samuel E. Winslow of Leicester and Henry T. Whitin of Whitinsville returned from Republican national convention at Chicago, where they were delegates from Third Massachusetts Congressional District.

Worcester Speedway Club wins first of the inter-city matinee races with Springfield, at Imperial Park, Springfield, winning five of the nine cups offered.

The William H. Taft Club of Millbury, the first organized Taft club in the United States, raises the first Taft and Sherman banner in the campaign.

Worcester Tennis Club defeats the Springfield Club on the Springfield grounds, taking four out of the six single matches and two out of three doubles.

June 21.—Montacute Lodge, A. F. and A. M., begins two days' observance of semi-centennial anniversary by attending services at First Universalist Church, the anniversary sermon being preached by Rev. Dr. Vincent E. Tomlinson.

June 22.—Montacute Lodge of Masons continues fiftieth anniversary celebration, with special convocation in the afternoon, at which Rev. R. Perry Bush, of Chelsea, was orator and banquet in Association Hall in the evening. Speaking was by members of the Grand Lodge.

James Draper Rice, brother of William E. Rice, dies at home, 27 Chestnut Street, aged 76 years.

Assumptionist College, Greendale, holds first graduation in Franklin Square Theatre.

June 23.—State Normal School graduates thirty three girls and one boy at annual commencement and the oration is delivered by Dr. Charles A. Eastman, of Amherst, a Sioux Indian, on "The School of Savagery."

June 25.—Massachusetts Plumbing Inspectors' Association holds annual meeting at Bay State House and elects Frank L. Avery, of Holyoke, president.

Joseph M. Dyson, for twenty-nine years connected with the Massachusetts State Police force, tenders resignation to take effect July 1.

Word was received in Worcester of the death, in Topeka, Kan., June 23, of Alanson Hunt Bates, formerly of Worcester, inventor of the telephone switchboard.

Ninth Regiment Veteran Association, of Boston, holds annual reunion at Lake Quinsigamond and is entertained in the evening by Worcester Society of the A. O. H.

June 26.—Senator George Frisbie Hoar memorial statue at City Hall dedicated, with Justice William H. Moody, of the United States Supreme Court, orator.

June 27.—Worcester County Republican Club holds annual outing at Edgemere, Lake Quinsigamond, with Lieut.-Governor Eben S. Draper as guest of honor.

Harry E. Roy, son of Alexander L. Roy, 97 Elm Street, drowned from U. S. S. New Hampshire, at Colon, Panama.

June 28.—Booker T. Washington occupies pulpits of Plymouth Congregational Church in the morning, and Old South Congregational in the evening.

Edward J. Ryan, who disappeared from Worcester Insane Hospital June 21, is found hanging from a tree in Green Hill Park.

Raymond Stevens, 15, son of Mr. and Mrs. Sewall N. Stevens, is drowned at the lower end of Lake Quinsigamond while bathing.

New home for the aged on Thorne Street dedicated by Rt. Rev. Mgr. John T. Madden, vicar general of the Springfield diocese, in the presence of 10,000 people. A parade through the streets preceded the exercises at the home.

June 29.—Mayor Logan sends message to City Council pointing out weak points in municipal departments.

Dr. Daniel W. Abercrombie, principal of Worcester Academy, returns to Worcester after a year's tour through Europe.

June 30. School Committee holds last meeting before summer vacation, increased salaries of school teachers under the new rule, and voted in favor of new school houses on Meade and East Kendall Streets and at Tatnuck.

Worcester Natural History Society holds annual meeting and re-elects Dr. W. H. Raymenton, President.

Waldo L. Cowan, 18, son of Cyrus N. Cowan, drowned in Indian Lake while bathing.

The Secretary's Corner

AMONG new features which recent months have been adding, the Worcester Magazine now offers this latest departure for the kindly consideration of its readers. With some misgivings, but with an over-balancing belief in the worth of the direct personal word, the new Secretary ventures upon this way of saying some things from time to time concerning his work and the interests of this Board of Trade, in their relation to the work of building a greater and a better Worcester.

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The first person plural, of course, is at his disposal; and modesty might prompt him to be therewith content. But cannot something be said in favor of a different form? The editorial "we" may become the tool of an ill-formed or even an arrogant individualism whose egotism cannot be hid. It ought to be wielded with the consciousness that behind the single hand there is some responsible group whose combined judgment is being expressed fairly if not fully. In the Worcester Magazine that consensus should manifestly be the united convictions of the body of business men who publish it. Any new occupant in this editorial chair may be pardoned if at times he feels embarrassed as well as uplifted when trying to speak in their behalf.

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Furthermore, there is a distinction between the Editor and the Secretary. The former must, as we have seen,

ever try to voice the common judgment of the organization in his editorial remarks. The latter appreciates his liberty of personal judgment in the doing of portions of his work. In the exercise of such liberty your new Secretary wishes to try the experiment of frank and familiar expression of personal views and hopes, for which no one else will be in any way responsible. His newness to Worcester will sometimes hinder him in fully understanding all the historic bearings of a subject under discussion. On the other hand, his freedom from inherited prepossessions may help him to discover and interpret to older residents some unappreciated facts and conditions.

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In coming to this city the Secretary finds it hard to feel at all like a stranger. From 1896 to 1901, he was practically a Worcester suburbanite; a fact of which he has been reminded many times by cordial welcomes from old friends. The streets and stores grew pleasantly familiar to him; some of the treasures of the city library and other institutions were helpfully open to his use. The fellowship of a flourishing religious and social organization gave him increasing sense of this city's superb resources in manhood and womanhood; a wealth which was then growing and ought ever to multiply through increasing facilities for intercourse between Worcester and her neighbors. The knowledge gained at that time yielded an appreciation of the merits of this city and an expectation of its progress which the intervening years have amply verified.

* * * * *

A Boston daily has commented upon the disregard of all precedent in selecting a minister for a secretary of a board of trade. No one could have been more surprised than the present incumbent when the suggestion was first broached to him. A discussion with representatives of the Board as to the duties involved relieved his doubts. It also convinced him that such duties would call for no sacrifice of the spirit or functions of the Christian ministry, which is a far broader conception than that of the pastorate of a local church. What is the essence of traditional ministry save sympathetic service? May not the ambition of a board of trade secretary be to become a patient, unselfish and resourceful servant among those who are trying through modern business methods to nobly build a great city? Any one who understands the variety and strenuousness in the experiences of present-day ministers as they seek to fulfill their ministry may be pardoned for believing that therein lies a valuable preparation for this so-called secular line of work.

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The Secretary means to do no preaching, unless upon that day of the week when he is set free from his office routine. The homiletic habit, however, strengthened by twenty-six years of exercise, may at times be too strong to be overcome. He will not take base advantage of what is a sad fact in some other cities of his acquaintance, however it may be here, that there are some men in business who have listened to so few sermons in late years as to be unable to recognize a modern one when they hear it. He candidly admits that some sermons—not taken from any barrel—may be expected in the near future. On three themes he will venture to undisguisedly preach. Courage, that supreme need of business men in to-day's conditions; co-operation, based on a brotherhood which must be the saving salt of any safe competitive system, and demonstrating that all worthy and lasting gains of any individual come from and lead to corresponding gains for others; and conquest, the sure resultant of combined courage and co-operation in the modern realms of business; upon these and like themes the Secretary in his corner hopes to discourse occasionally unto edification. If his congregation goes to sleep he will be spared the knowledge of that sad fact.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

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Secretary, John L. Sewall. *Treasurer*, Samuel D. Spurr.

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Ways and Means.

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Manufactures.

Clarence W. Hobbs,	John R. Baek,	Reginald Washburn,
Alfred Thomas,	James E. Orr,	Edwin C. Harrington,
	George N. Jeppson.	

Meetings and Receptions.

J. Russel Marble,	Robert H. Chamberlain,	James Logan,
Channing Smith,	George A. Park,	Charles F. Marble,
Arthur C. Comins,	A. W. Parmelee,	Henry E. Townsend,
William W. Johnson,	Edward G. Connette,	William H. Coughlin.

Mercantile Affairs.

Winthrop Hammond,	William Forsberg,	Felix J. Charbonneau,
Otis E. Putnam,	Henry B. Johnson,	Albert A. Spaulding,
Walker Armington,	E. Avery Brewer,	Henry J. Pinney,
Joseph F. Sherer,	Eldridge G. Guy,	Arthur R. Haven.

Transportation and Railroads.

George F. Booth, William F. Whipple, Albert H. Mirick,
Arthur O. Young, Charles L. Allen, Walter D. Ross,
Harry W. Goddard, Joseph A. Smith, William J. Denholm,
Albert S. Heywood, W. Emory Wardwell.

New Enterprises.

William Woodward, Aldus C. Higgins, O. Clayton Ansley,
Morris C. Boyd, Edward J. Cross, George T. Dewey,
Arthur W. Parmelee, Thomas T. Booth, William J. R. Nourse.

Municipal Affairs.

Charles T. Tatman, Frank Roe Batchelder, Herbert L. Adams,
William H. Sawyer, Charles H. Pinkham, Peter Baker,
Walter E. Bigelow, Richard H. Mooney, Charles L. Gates

Taxation and Insurance.

John J. Power, Charles E. Grant, H. Ward Bates,
Alexander C. Munroe, John M. Kilgore, Waldo E. Buck,
Henry A. Macgowan, George A. Park.

Foreign Trade.

Victor E. Edwards, Lewis H. Torrey, William B. Scofield,
Ernest P. Bennett, Reginald W. Clarke, Albert M. Powell,
Henry H. Hayes.

Statistics and Information.

Frank S. Blanchard, O. Clayton Ansley, George D. Barber,
Irving E. Comins, Charles B. Post, Gardner S. Allis,
Dr. Thomas Howell.

Arbitration.

Edward J. Cross, Marcus L. Foster, Walter C. Porter,
John W. Higgins, Herbert P. Bagley, Dr. Thomas Howell,
Fred L. Willis, Samuel D. Sparr.

Legislation.

Clinton S. Marshall, Charles T. Tatman, Edward A. Cowee,
Rufus B. Dodge, Dr. Julius Garst, J. Lewis Ellsworth,
Julian F. Ligelow, Elmer C. Potter.

Publication.

Rufus B. Fowler, Milton P. Higgins, George F. Booth,
Dr. G. Stanley Hall, Irving E. Comins, George W. Mackintire,
Frank S. Blanchard.

Education.

John W. Higgins, Dr. Joseph A. Smith, George I. Alden,
Walter G. Wesson, Charles M. Allen, Homer P. Lewis.

SPLINTERS

Quiet days these, at our rooms; callers few; book agents even are scarce; one only thus far this month—a great plenty. All other friends are welcome at any time.

Our rooms are open from 8.30 a.m. until 5 p.m.; closing Saturdays at noon. The Secretary will regularly be at his desk until 1 p.m., deferring business calls in the city until after the lunch hour when possible.

Recent numbers of the Worcester Magazine are resulting in letters from the south and west concerning business openings in this city, which evidently looks good from a distance. Come along, friends, and try a nearer look! We improve on closer acquaintance.

During the day our directors' room is at the service of any of the members and their friends who would like a retired place for a friendly chat or a conference on business matters. Drop in and measure yourselves in those comfortable chairs for a future position as Director or even as President.

Mr. H. M. Sawyer, the retiring Secretary of our Board, left on July 13, for an extended vacation trip through Nova Scotia, and will be followed with best wishes from many friends. He will incidentally look after the advance interests of the Board of Trade Glee Club, who are to make an extended tour through that region in August.

Our outer office is now fitted with provision for writing letters, and with the beginnings of a reading room, which will be increased according to manifest desire of members and other business men of Worcester, all of whom are cordially invited to make use of what we have. The Wall Street Journal, Springfield Republican and Boston Transcript will be found on the table. If you wish more papers, ask for them.

Less than a year remains before the opening of the Alaska-Yukon-Pacific Exposition at Seattle, June 1st, 1909. This will be no fake or failure, but a great and genuine exhibition of the resources of those regions; also a rare chance to display to thousands of purchasers the manufactured products of the East. How many Worcester exhibits are to be sent? Would that the new Industrial Building and its contents could be transported across the continent to Seattle, after our own Fair is over! How would a duplicate of that building serve as an advertisement of our city?

We wonder if the members of the Board of Trade appreciate the value of the consecutive numbers of this Magazine as a record of the commercial life of this city. We are ambitious to make it worth keeping as well as worth reading. If "What Others are Saying About Us," as quoted at some length on another page, is true, we believe we may appeal to our home readers to consider the wisdom of preserving these monthly issues for future reference, possibly for binding or for saving in portfolio form. With the hope that this thought may appeal to our readers, increasingly as the years go by, we are carefully laying aside back numbers to meet all expected future demands.

How sweet is sympathy! Read this clipping from a recent issue of the Springfield Republican:

> Even the proudest head is sometimes humbled, and Worcester just now is trying to swallow the mortification of the loss of some 7000 of its population. Census takers of the Water Department have found a larger number of empty tenements than usual and upon this the decrease is estimated. The case is probably not as bad as it looks, however, as in hard times many young married couples give up their apartments and live with the "old folks." This makes the expense lighter for both.

The following editorial note from a local newspaper seems to show that if we are several thousand short in people, those who remain are hustling sufficiently to make good the lessening number:

> The sales of stamps at the Worcester postoffice, with universally recognized barometric indication of the rise in the general business prosperity of the community, show an advance over those of the previous month, though June was a 30-day month, and over the corresponding month of last year. The increase over April of this year was $1947.69. The figures are not only satisfactory in their comparative relation. Their volume is significant of a city of living industrial and commercial interest, in their disclosures that the expenditures of Worcester people for postage stamps are $30,606.82 during a single short month.

What Others are Saying About Us

It may interest our friends in Worcester to learn the views of some more distant recipients of this Magazine, which goes to all parts of the United States and to many other lands. We cull the following extracts from a few of many letters upon our files:

The Secretary of the Binghamton (N. Y.) Chamber of Commerce prefaces some inquiries into the methods of our organization by the words, "Permit me to congratulate you on the exceedingly bright and attractive number of the Worcester Magazine which is just received. A publication of this character is bound to be of great value and assistance to a Board of Trade in pursuing its work."

From far-away Spokane in the State of Washington comes this enthusiastic commendation of the Magazine: "You have hit upon the right tack and I know you will make it a winner. Spokane, the home of the hundinger, which in the 'Heart of the Commonwealth' would be interpreted to mean the persistent booster, has been made a city of the 100,000 class because of its activity along the lines you are advocating, 'Become a Booster and Boom Worcester!' I like your Magazine; the cover, the dress and the excellent material contained therein should do much to attract attention, but your space rate is far too low. I should say $50 a page would be nearer the mark."

The Business Men's Association of Ogden, Utah, tells us through its Secretary, Mr. I. L. Reynolds, that "your valuable publication is perused and highly valued by a number of our members;" and from Alpena, Michigan, comes this as the opinion of its Chamber of Commerce: "The Magazine reflects great credit upon your industrial organization; and demonstrates most forcibly the advantages to be derived from such an organization."

One more letter, very recently at hand, seems worth quoting in full; it bears the signature of Roy S. Smith, secretary of the Chamber of Commerce, Elmira, N. Y., and is as follows: "A copy of the educational number of the Board of Trade Magazine has recently been received at these offices, and I desire to congratulate you on the splendid commercial organization publication you are issuing. This number is specially attractive, and I have turned it over to the Superintendent of Schools for his information. Certainly you are issuing a magazine that should bring you the cordial support of every citizen of Worcester; it is a great advertising medium for your city. It is one of the most entertaining commercial publications that I have seen. We are very glad to keep it on file in these offices. I trust that if you or any of your members are ever in this vicinity, you will call on us; and you will always find the latchstring out for you at the Chamber of Commerce offices in the City Hall."

Among Our Exchanges

Our most distant exchange comes from the Hawaiian Islands, and bears the appropriate name, "Paradise of the Pacific." While not exclusively devoted to trade matters, it sets forth interestingly the resources of Honolulu and discusses entertainingly its current events. The June number manifested a great interest in the approaching visit of our round-the-world fleet of battle-ships; evidently they are destined to receive a most cordial welcome in that port. The following opinion is editorially expressed as to shipping laws:

> Instead of creating a keener rivalry between foreign and American steamers, which would be fatal to the latter, Congress should apply its legislation to the encouragement of American shipping by granting some of the various subsidy measures that have been proposed, thus restoring the country's commercial influence abroad. Helping the merchant marine, as other nations do theirs, would insure a home revenue from the vast commerce of the seaboard cities, improve the nation's ship building facilities, increase the demand for skilled labor, and educate American seamen, machinists and engineers for service in the growing navy.

o o o

The leading article in the Providence Board of Trade Journal concerns freight improvements in that city, and the results achieved by the Transportation Committee of the Board. The establishment of better facilities for handling perishable freight between New London and Providence, also the handling and delivering of similar freight from Boston, was a special matter upon which satisfactory progress seems to have been made. Claims and over-charges seem to be another vexing question, upon which a settlement had not at that time been reached.

o o o

Commercial America, in outlining the plans of Philadelphia for celebrating next autumn the 250th anniversary of the founding of the city, gives the following information concerning the plan for one of the seven days of festivity:

> Wednesday will be known as Industrial Day. The parade on the afternoon of this day will illustrate the industrial development of the city. There will be no marching men in line and no advertising features or business wagons will be permitted. There will be a limited number of floats in the parade, it being the present intention to limit these to one hundred in number if possible, and under no circumstances will the number be greater than one hundred and twenty-five. No float will be allowed to enter until it has passed the inspection of an artistic committee as well as a committee which will pass upon its value as an illustration of the industrial strength of Philadelphia. It is the present purpose of the machinery trades in the city, for example, to produce a float illustrating the famous picture of the Blacksmith in the presence of King Solomon, it being the idea to illustrate in this way the extent to which the iron-making skill of the city is directed by the highest grade of wisdom.

o o o

The editor of the Texas Trade Review, published in Dallas, is a genial optimist—may his tribe increase! He has no mercy on the other fellow, however, as witness his keen remarks:

> The last lingering clouds of depression are disappearing over the horizon and business and industrial conditions are growing brighter every day. In fact, about the only thing that stands in the way of making conditions what they were last year is the calamity howler. From present indications there will be abundant crops, but for the calamity howler there is no hope. Depressions come and go, hope will rise and fall, devastations are at times prevalent and disasters are to be expected, but the world moves on and humanity must be clothed and fed. There are men who claim that everything is going to the dogs and they are waiting to get a slice of the pie that is to be thrown out. It would hardly be right to say that they belong to the canine tribe, although their symptoms are similar. There are men who are waiting and have been waiting for years for prices to go down on property, or for business to get in bad shape so that they might secure a bargain. When such conditions arrive everything is so gloomy they are afraid to invest, and so they move on from day to day, always going to do something, but never doing anything more than merely making a pretence. They do not recognize opportunities, fail to develop business ingenuity and pass on, foreign as it were to the world in which they live and strangers to mankind. They never become real factors in the promotion of progress, neither do they lend an influence that will strengthen confidence. * *
>
> This fall holds every promise of unbounded prosperity. There is no longer any cause for fear. The goal is in sight, and we have but to make room for the activity that is upon us.

The Manufacturers' Record, a comprehensive and able weekly journal representing the industrial, railroad and financial interests of the South and published in Baltimore, expresses in its editorial utterance of July 2, an apparent distrust of "directed" immigration, intimating that a lobby located in New York City is "seeking to further the movement to this country of certain classes of immigrants that their native countries have been speeding from their own territories. The South wants immigrants," the Record continues, "but it wants to be free and untrammeled and undeceived in the selection of its immigrants." So say we all of us.

The Record also devotes considerable space to a discussion of the further plans of the South to secure its share of the Appalachian Forest Reserve; quoting from the utterance of the Secretary of the National Forest Association, Mr. John H. Finney of Georgia, who says of the bill which failed to pass the last Congress:

> It has a better prospect for enactment into law than ever before, but every influence that can be brought to bear on Congress, on boards of trade or commercial bodies, on civic leagues, on women's clubs, on power and lumber companies, cotton mills, individual owners of forest lands, should be actively and persistently exerted now and kept up until the fight is won.
>
> There comes up also the larger work that must be done by the several States, for the creation of the Appalachian National Forest is but the beginning of the work that must be done by the States and by the individual owners of forests if forest perpetuation becomes a reality.

Smokestacks—A Query.

One of the brightest periodicals which comes to our desk is the Trenton Tradesman and Manufacturer. The leading article in its last issue is so good that we would like to reproduce it entire, as a sample of a trade journal's treatment of live issues. It is a discussion of a theory, as proposed by the Scranton Times, that the main emphasis in a commercial organization should be upon securing new industries, or as concretely put, "smokestacks." Concerning this the editor of the Tradesman remarks as follows:

"So much for the comment of the public press upon the deportment of this public organization. Now, of course, we don't know a single thing about Scranton, except that it is delightfully situated in the mountains of northern Pennsylvania, and produces coal at a very reasonable figure. But we want to submit a few kind remarks dedicated to these 'smokestacks.' There seems to be an idea prevailing in some sections of this country that the advent of a commercial secretary—an 'engineman,' as the Scranton Times puts it—means the immediate extension of the corporate limits and an instantaneous industrial growth. These same persons believe that the first duty of a commercial secretary is to saunter out into the highways and hedges of industrial and commercial endeavor, to corral every available factory and transient industry and import them into the city by which he is employed. Scarcely does a commercial secretary become settled in a new community than the eyes of that community are turned towards the city's skyline in the expectancy of witnessing a vast army of 'smokestacks' rise almost in a night, as if the deserted acres had been touched by the wand of some wonderful magician.

THEORY OF IT.

"That's the theory of it. But now listen a moment while we propound the practical idea as it appears to us through some years of direct contact with material conditions.

"A good housekeeper always puts her house in order before inviting guests therein. It is with cities as it is with men—or at least it should be. We have admitted that we do not know much about the local conditions in Scranton, but we will wager a portion of last month's salary that Scranton has not reached a commercial, industrial and civic millennium. In other words, is Scranton, or, to bring the lesson right home, is Trenton in a position to go into the market on a grand scale in search of new industries?

"When we reorganized the Chamber of Commerce here in Trenton a year ago, there were those who immediately took up their positions on the outskirts of the city watching with anxious eyes for the upbuilding of those new 'smokestacks,' but we felt that we should put our house in order to consider the industries and the businesses that already had cast their lot with us and upon which Trenton was primarily dependent for the prosperity and prestige that it then enjoyed. We started to regulate our internal affairs and to reach a point on the road to perfection where we could be honestly satisfied with conditions as they existed. When the manufacturers and merchants who are part and parcel of this business community can say honestly that freight conditions and trade conditions—facilities for the conduct of their respective businesses—are all that any person could reasonably desire, think how much easier it is to induce desirable strangers to come within our gates and make their homes with us for all time.

FIRST DUTY.

"If there are idle factories in a community, is it not the first duty of a chamber of commerce or board of trade to exercise all its influence toward the rehabilitation of those idle factories, rather than to go into the surrounding country in search of new industries? If your manufacturers complain of certain conditions affecting the receipt or dispatch of freight, is it not better to correct that evil and overcome that handicap before inviting strangers within your gates, because no person is more critical, more exacting, more prone to the discovery of civic faults and shortcomings than the successful business man at the head of some great industry who contemplates a relocation of that industry. You can't escape him and his catechism is severe.

"We must take issue with the Scranton Times when it says that primarily the duty of a board of trade is to build, or to have built, 'smokestacks.' That is no more true than that the primary work in the building of a house should be the erection of its superstructure.

"You have got to dig down into the ground, get your solid base for constructive work, put in your foundations with precision and care in order that the building to be erected thereon will not sag nor crack nor give way before the criticisms of its detractors. Put your house in order, gentlemen. Make your local conditions as nearly ideal as possible, secure every facility and advantage that you can for the industries already located, see that your workingmen are employed, that all your existing factories are busy, and you will not have to go far in search of new industries. You will find them congregated at your city gates awaiting your invitation to enter.

"We in Trenton have put our house in order and with the impending industrial regeneration there will be several 'smokestacks' coming our way."

Industrial Notes

HEALD MACHINE COMPANY BUSY.

The above company reports a rapid increase of business in its line of manufacture, i. e., machine tools and grinding machinery. This is due to the fact that its product is used principally by manufacturers of automobiles, who are now buying their equipment for next year's business. A western representative has lately been added to its travelling force, who reports good business in the West.

A WORD ABOUT OURSELVES

We Sincerely Hope

our readers will appreciate the several new features contained in this issue

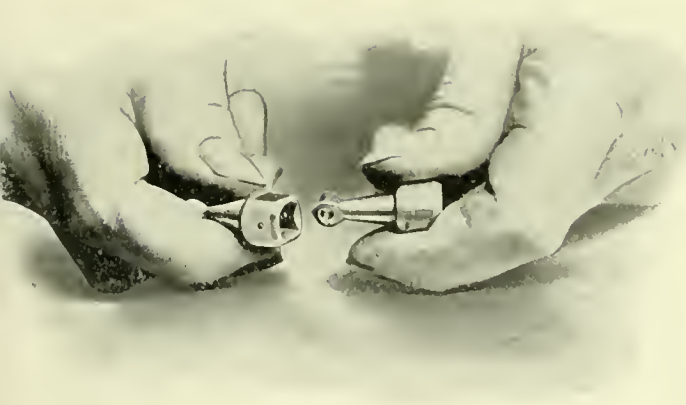
THE SECRETARY'S CORNER
THE INDUSTRIAL NOTES
WHAT OUR PEOPLE ARE DOING
WHAT OTHERS SAY ABOUT US
AMONG OUR EXCHANGES
ETC.

In Preparation

AUGUST	Vacation Number
SEPTEMBER	Insurance Number
OCTOBER	Story of the Industrial Exposition
NOVEMBER	Good Cheer Number
DECEMBER	Christmas Number

Yours for Progress

THE WORCESTER MAGAZINE



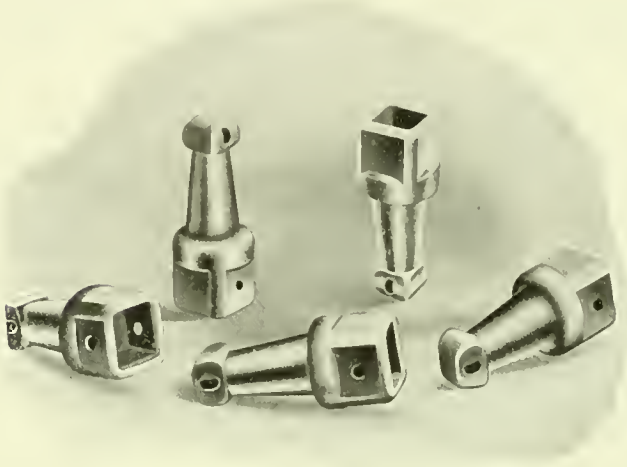
COATES FLEXIBLE SHAFT PUTTING THE UNITS TOGETHER.

THE COATES FLEXIBLE SHAFT.

The Coates link flexible shaft, illustrated herewith, is very unique, in that it will transmit as much power backward as forward; each unit, made of hardened steel, is driven by a square spheroid, the longest drive known. The pin is used simply to keep the units together and allow the proper amount of shuck. This is as flexible as a hose, and will do work impossible with a heavy, awkward shaft. In case of breakage, the old unit out and a new unit in place, and the shaft is as good as ever. Coates was the pioneer in all small motor driven flexible outfits, in fact, over thirty years' experience in their manufacture enables this company to guarantee this appliance. Its uses are comparatively endless. Manufactured by the Coates Clipper Manufacturing Company, Worcester.

FLEXIFOLD DOORS AND SHUTTERS.

Flexifold doors have now reached a degree of perfection never believed to be possible. They can be used to close openings fifty feet wide and fifteen high, leaving floors clear, as they can be coiled away in remarkably small compass. They are made of ¾-inch thick mouldings in any kind of wood to be found in the lumber world, and are varnished, stained or painted to harmonize with the color scheme of any interior. Suitable hardware is also furnished by the manufacturers. The finished door presents the same moulded surface on both sides. They can be adapted to any condition, whether vertical or horizontal, and are in use in schools, churches, hotels, boards of trade rooms, also in bookcases, cabinets and window blinds, closets and lockers. The flexifold wardrobe system is taking the place of rooms, when economy of space is necessary. These are furnished complete, including hardware, a complete equipment containing hat shelves, clothing racks, three-pronged wardrobe, and rack for rubbers, the ventilating arrangement made to suit the architect. Flexifold doors are in use in up-to-date private residences. These doors are not carried in stock, but all are made to special order from plans and specifications furnished. Manufactured by the Flexifold Door & Shutter Company, 10 E. Worcester Street, Worcester, specialists in their line.

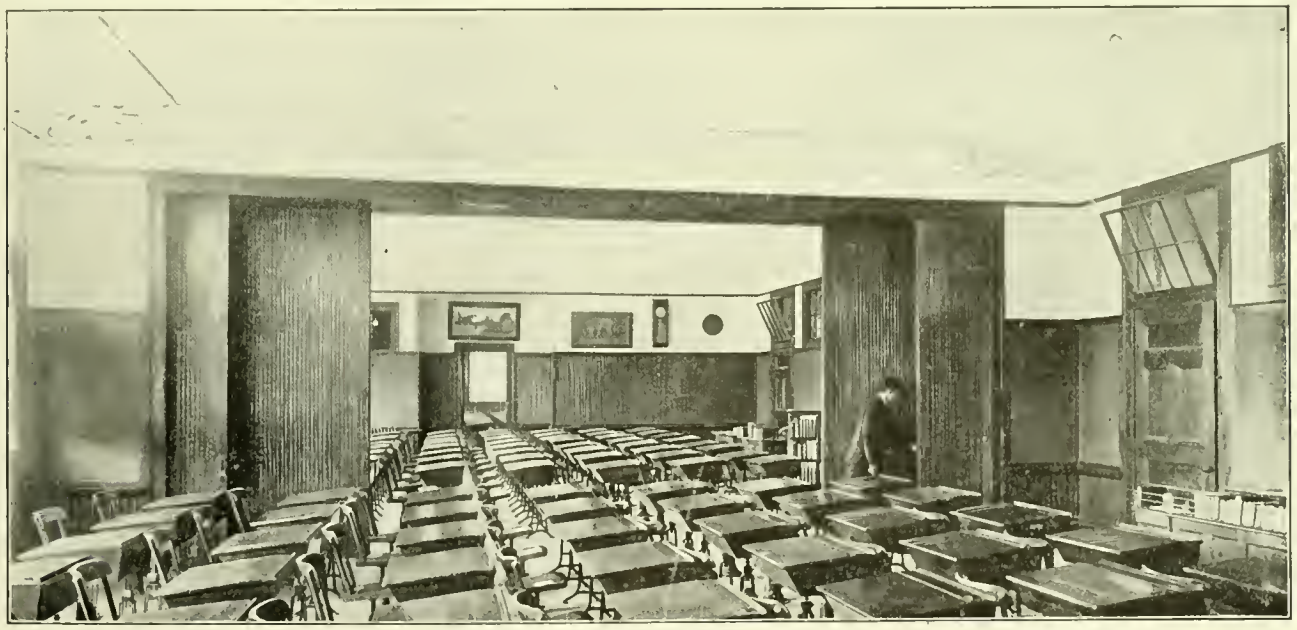


COATES FLEXIBLE SHAFT—THE UNITS.

THE ROYAL MOTOR.

The Royal Motor Works of Worcester, Mass., began preparatory production work of the Royal a little more than a year age, and up to now have been supplying the market with what they claim to be the smoothest running motorcycle made.

Now they are putting on the market their 1909 model, which is shown by cut below. The main feature of this machine is



THE ABOVE CUT SHOWS TWO SCHOOLROOMS COMBINED BY THE USE OF VERTICAL FLEXIFOLD DOORS.

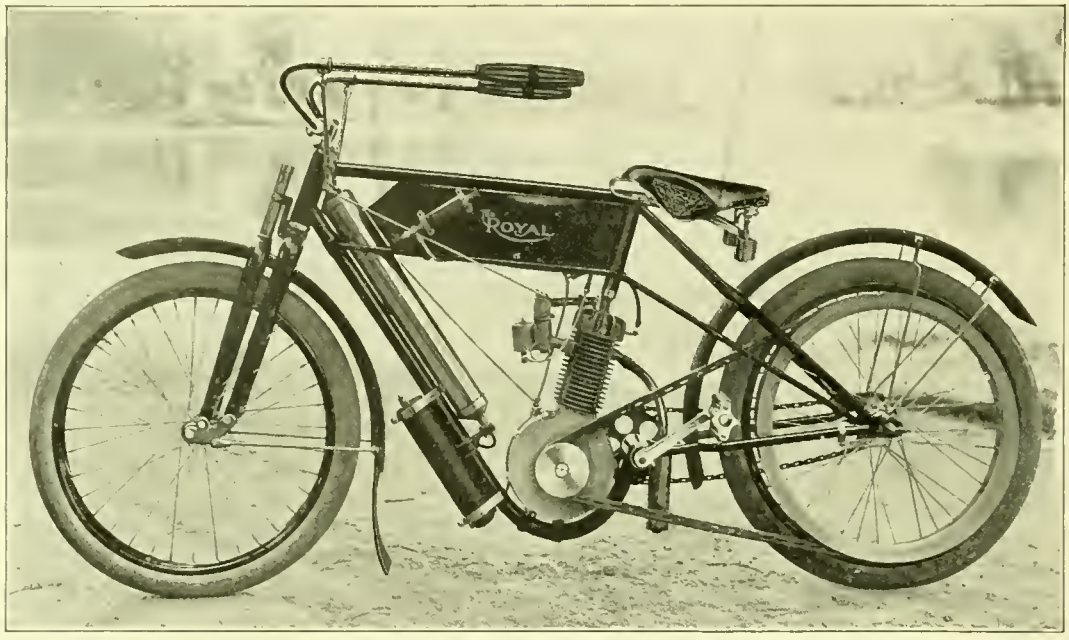
the low position of the rider, due to the use of 26-inch wheels in a 19½-inch frame. This point is an important one, as greater speed can be developed and safety insured when riding through crowded streets. Other additions to the comfort of the rider are the Champion motor seat, the widest and most comfortable on the market, and long handle-bars fitted with rubber grips. Double spring forks take away what vibration one would receive from the front wheel and wide mud guards protect the rider on wet roads.

The power is furnished by a 2¾ horse-power engine very low in the frame and in front of the sprocket. This is transmitted by the famous English V belt, the Watawata, which is cut at a 28-degree angle, and found to be the most efficient means of drive. This belt runs on a large perforated detachable pulley on the rear wheel which gives a gear ratio of 5½ to 1.

On the Royal, standard batteries are used in connection with a special coil and spark plug of the most improved design.

The tank with two compartments carries enough lubricating oil for a 300-mile run and enough gasoline for about 125. These tanks are built on rakish lines so that every drop of oil may be used. Oil is shot into the engine by a special oil gun.

As practically all the orders which the Royal Motor Works have are for the 1908 design, prompt shipment can be made on the 1909 models to customers around Worcester and vicinity, provided they place their orders immediately.



THE ROYAL MOTORCYCLE—1909 MODEL.

PILOT ROAD MAPS.

A work of unsual interest to automobilists, The Pilot Sectional Road Maps of New England and Hudson River District, consisting of over a hundred sectional plates, each nine inches square and covering fifty-two thousand square miles, has just been published by F. S. Blanchard & Company. It shows all public roads and has them classified into automobile routes, also good and poor roads and indicates changes in grade. The steam railroads, whether at grade, sub-grade or overhead; electric railways, rivers, brooks, lakes, ponds, mountains and hills, state, county and town boundaries, location of towns and villages, churches, schoolhouses and cemeteries, etc., are clearly defined. There are about seventy city street maps. The work, which is completely indexed, is printed on strong bond paper and bound in black flexible leather, folding to fit the pocket. The publishers state that the maps are being well received by automobilists, as is evidenced by large orders throughout New England.

FOR ANNEALING WORK.

Worcester Pressed Steel Company has awarded to the New England Structural & Steel Company the contract for a new building to be used for its annealing and case hardening department. It will be 40 by 100 feet, one story, with monitor roof. In it will be placed a Pittsburg annealing furnace, a large Brown & Sharpe double furnace, with five furnaces of ordinary type.

A 12-inch rolling mill for cold rolling steel has been ordered of the Pittsburg Foundry & Engineering Company, and a 1000-ton press of the crank type of the Toledo Machine & Tool Company. The matter of buying a large hydraulic press is under consideration.

MILLER, RICHARDS MANUFACTURING COMPANY.

Miller, Richards Manufacturing Company. This is a new company formed by Morton M. Miller, president-treasurer; Allan B. Miller, secretary, and William L. Richards, vice-president and superintendent, for the purpose of weaving wire cloth in its many sizes.

Some of their friends thought them rather too ambitious in attempting to compete with the large and old established companies which are already in the field. But they believed that as they had designed, built and operated the looms many of their competitors were successfully using, they ought to be able to improve on their previous products which they had made while in the employ of others. Therefore they made the start for themselves.

Last April they engaged a part of the old Gilbert Loom Works and put in a small machine shop of their own, where they have built a number of looms which they feel are an improvement on those now in use in other places.

They are now in a position to weave practically any grade of wire cloth which can be woven on power looms, and have a very good prospect for the future growth of their new enterprise.

The WORCESTER MAGAZINE

Illustrated

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AUG
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LAKE QUINSIGAMOND AND THE EASTERN CITY LIMITS OF WORCESTER.

Published by Worcester Board of Trade,
AUGUST, 1908

WOODBURY CARLTON CO.

"SURE SEAL" SYSTEM

SURE SEAL

THE VACUUM SYSTEM PERFECTED

A wonderful invention, saving 25 to 50 per cent. of your fuel bill—90 per cent. of maintenance cost—and 95 per cent. of cost of repairs. **WE CAN PROVE IT.**

The only system for heating houses and factories requiring no expensive pump installation to maintain a vacuum on the radiating surfaces.

No complicated or expensive apparatus—just a few simple appliances—nothing to get out of order or ever need repairs. Can be attached to any steam system now in use.

We invite fullest investigation and will show you a revolution in expense, efficiency and simplication of the best steam heating system—the vacuum.

WRITE TO US—OR SEE OUR SYSTEM IN FULL OPERATION AT OUR WAREROOMS

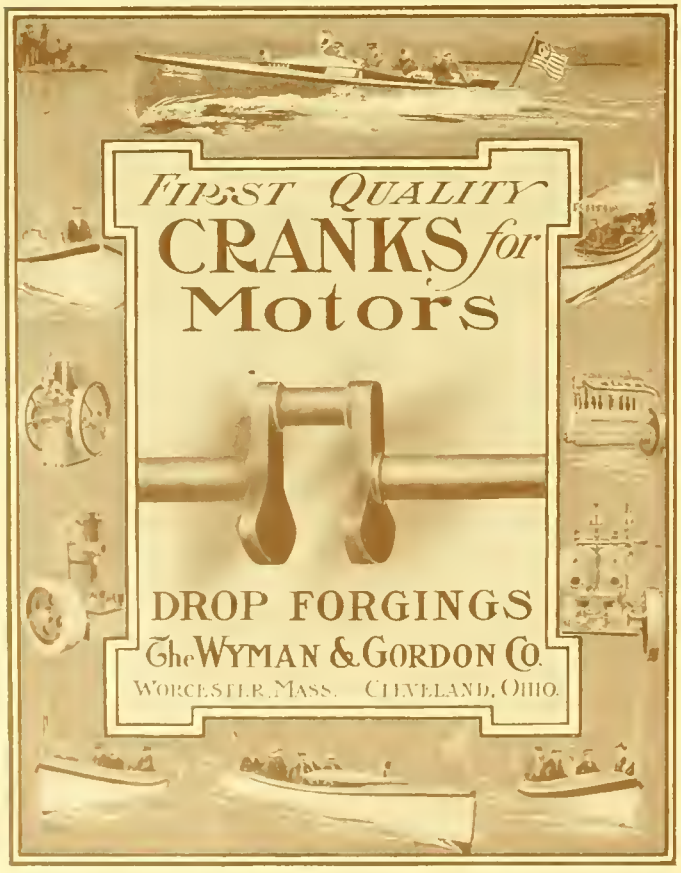
CENTRAL SUPPLY COMPANY

SOLE MANUFACTURERS

SURE SEAL

WORCESTER, MASSACHUSETTS

SURE SEAL



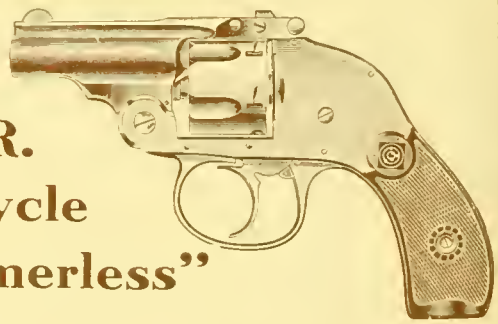
TRADE

H & R ARMS CO. MARK

Established 1871

Incorporated 1888

For the Autoist



H. & R. "Bicycle Hammerless" Revolver

The protection and sense of security afforded by this reliable revolver make it a necessary part of the Automobilist's equipment. 32 caliber, 5 shot, weight only 12 ounces.

"Just fits the pocket"

Sold by the Leading dealers in Firearms, Hardware and Sporting Goods. ASK FOR THEM.

HARRINGTON & RICHARDSON ARMS COMPANY

DESCRIPTIVE CATALOG ON REQUEST

Worcester, Mass.

The WORCESTER MAGAZINE

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JOHN L. SEWALL, EDITOR.
CHARLES H. BOSWORTH, BUSINESS AGENT.

Contents

EDITORIAL COMMENT.
Vacation Days, 183
Vacation Responsibilities, 183
Vacation Schools, 184
Commerce and Peace, 184
Luxury and Philanthropy, 184
Brigandage in the Outskirts of Worcester, 184
The Civic Federation's New Official, 185
A Programme for Industrial Peace, 185
High Grade Music for Summer Evenings, 185
A Greatly Needed Organization, 185
A Coming Problem, 185
EDITORIALS.
Idle and Ignored Assets, 186
A Civic Loss, 186
TIMELY TOPICS.
Homes and Haunts of Worcester's Business Men, 187
The Eagle of Asnebumskit, 189
Suggestions for Vacation, 190
Worcester's Lake and Hills—An Appreciation, 192
A Tribute from a Former Resident, 193
Worcester's Board of Trade Glee Club, 194
JULY TRADE CONDITIONS, 195
JULY'S RECORD OF CURRENT EVENTS, 195
THE SECRETARY'S CORNER, 196
WORCESTER BOARD OF TRADE.
A Prize Competition, 197
The Right Way to Buy Fire Hose, 197
Seattle's Exposition, 198
Splinters, 198
A Cleveland View of the Iron Trade, 199
Civic Betterment Notes, 199
Industrial Notes, 200
Multiple Hose and Belting, 202

Editorial Comment

Vacation Days.

We give the place of prominence in this issue to a symposium of suggestions from representative business men of our city touching their homes and occupations during vacation days. We believe this general topic is not only timely, but vitally connected with the prosperity of Worcester's toilers and traffickers in coming months. Vacation is something which has an appreciable value in dollars and cents. Its pervasive spirit takes its start from economic facts which cannot be denied or safely ignored. From every point of view, vacations can be made to pay. Folly or wrong-doing in the use of one's rest-hours may bring a man back to his work poorer in every way than when he left it, even as the misconduct of one's business leads on to insolvency. But for the clerk behind the counter and for the manager in the office, a complete change of scene, allowing a wholly different kind of mental activity, is a good and needful thing. If this were not a truth of general application, we should never have seen such a widespread extension of vacation privileges during the last decade.

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Vacation Responsibilities.

Vacation brings responsibility as well as privilege. The opportunity for rest is a trust for which one must give account, first of all to himself, and then to any employer who may be paying him wages during absence from his regular task. Those wages are more than a recognition of faithfulness; they look forward to further service. The employee owes it to himself to come back refreshed, for his own sake; he also ought to return to his employer an invigorated body, an alert mind and a courageous disposition for the autumn's work. The employer who withholds vacation wages has no such claims upon the workman who comes to a task from which he was ungraciously and grudgingly released; but he who receives full wages for his fortnight's rest ought in all fairness to repay the sum in fresh zeal and devotion. In proportion as one's vacation period is shortened, by so much the more is it important to make the most rewarding use of its hours.

Vacation Schools.

The work of Worcester's vacation schools during the last few weeks has brightened and blessed hundreds of young lives, and rewarded all who have had a part in it. In three of the schoolhouses belonging to the city various grades of work, beginning with the kindergarten and reaching up to industrial work for older girls and boys, have given occupation to hundreds, and at the insignificant cost of $400. No similar expenditure on the part of our educational authorities during the last year has yielded larger returns. For multitudes of the children and youth, vacation is a time of peculiar peril. Nature—including human nature—abhors a vacuum. Much of the petty lawlessness of juvenile offenders is due to their lack of interesting occupation; and much of the blame ought to be shifted from their shoulders and placed upon higher powers who have neglected to give these stirring youngsters some legitimate thing to do during school vacation days. The eagerness with which older classes of children have begged that they might share in these schools is conclusive evidence of their importance. We hope this city will heed the lessons taught by this summer's experience, and increase the number and range of these schools another season. In this connection the summer school in charge of the educational department of the Y. M. C. A., designed to aid boys slightly delinquent in their grade work and to help those who have passed into higher grades by a close margin, deserves special commendation.

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Commerce and Peace.

At first thought there seems little connection between the work of a Board of Trade and that of the Peace Congress recently held in London, at which all nations were represented. In its demand for the arrest of expenditures of the nations for warlike preparations, we have an aim in which commercialists the world over should feel a lively sympathy. No nations will hereafter deliberately drift into animosity and final clash of arms save over questions of commercial aggrandizement and ambitions for the exclusive possession of rich markets. "To want the earth" was once a bit of picturesque slang; to-day it is a serious ambition in many a line of business. The greatest danger of national strife is from the possession of excessive power. A navy that could overwhelm every other nation would expose its possessor to a perilous temptation to rob defenseless neighbors, not indeed of their accumulations of wealth, but of their resources and markets for future gain. Any such action, however, would result in a world-wide disturbance of international trade relations which would be disastrous to all nations, including the aggressor. A more obvious reason for discouraging these immense expenditures for warlike preparations lies in their excessive withdrawal of capital and labor from the pursuits of peaceful industries. Even amid the colossal figures of modern commerce the statistics of expenditure for fleets and armies stagger one. When to all this is added the loss to the world's wealth caused by the removal of so many men from industrialism into standing armies, at that period of life when their productive power is at its greatest, we find ample ground for sympathizing with this Universal Peace Congress, which holds its session next year at Stockholm.

Luxury and Philanthropy.

Whatever of luxury may be possible in our lives is apt to localize itself in our vacation hours. This makes it fitting to consider our duty to others in the midst of our own pleasure seeking. Summer philanthropies, especially in a city like our own, deserve more attention than they receive. No city has better schemes for relief to sufferers from summer heat than Worcester; but without venturing upon any comparisons with our neighbors we must confess that we fall far short of what we ought to do in working out plans which are finely laid and admirably managed. The Fresh Air work during the present season, for example, has been well planned and efficiently directed, but sadly crippled because hundreds of Worcester's citizens in their own vacation pleasures have given neither a thought nor a penny to this work. In view of the pressure of hard times upon the poorer classes in our city for the last year, occasioned by scarcity of wages and extraordinary advances in the price of necessities for living, there ought to have been greater thoughtfulness and more generosity, even to the sacrifice of some luxuries on the part of our vacationists. There are about five hundred touring cars owned in Worcester, and operated at an average daily expense of eight dollars, according to a conservative estimate of an official of the Worcester Automobile Club; or $4000 spent daily on one class of automobiles by our citizens. For the entire season's budget the Fresh Air management asked for only $3500, and have received only a little over $2000. Comment on such a contrast is superfluous. It will not be too late when these words are read to send a belated gift for the depleted treasury of the Fresh Air Fund to the office of Superintendent Matthews at the Y. M. C. A. building.

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Brigandage in the Outskirts of Worcester.

The fact that the highwaymen who have been holding up trolley-car crews with revolvers and dirks are mere boys, and very foolish ones at that, does not relieve their actions of serious import. We may congratulate ourselves that our officers are not as yet up against such desperate bands of yeggmen as have recently infested the most thickly settled parts of Boston; but hardened desperadoes are recruited from just such thoughtless irresponsible youths as these who have been seeking to rob street-car conductors. There is an uncomfortable suggestion in the frank confessions of these youthful bandits as to the way in which they came to enter upon these enterprises, through reading in the yellow journals of New York and Boston the attractively told tales of similar criminal undertakings. These journals are in the habit of boasting without restraint of their achievements in ferreting out crime; but they are silent as to their part in producing it. Whenever such crimes occur in a community—and there are few places, large or small, where they are not now liable to appear—the matter of chief importance is to accurately diagnose the causes, rather than to descant upon the consequences. The commercial greatness of any city rests upon the security of person and property against lawlessness; hardened criminals come from youthful idlers and degenerates; and the more a city can do, through its regular educational agencies and through philanthropic agencies for the training of its youth, the less it will suffer from adult depravity.

The Civic Federation's New Official.

When one comes nearer home and considers the interests of industrial peace within our own borders, the noteworthy event of the last month has been the tendering to John Mitchell, formerly President of the United Mine Workers of America, of the position of executive head in the trade agreement department of the Civic Federation. He has previously been chairman of the committee in charge of this portion of the Federation's affairs; he is henceforth to devote all his energy and skill to this work. The words of Seth Low, the president of the body, in tendering to Mr. Mitchell this new honor and responsibility, are a tribute to the new leader's powers and standing in the nation which is well worth recording here:

It is our belief that through this department you will find opportunity still to use in the interest of industrial peace and advancement the wide experience and great influence you have gained in your long service of the United Mine Workers of America. It goes without saying that in this industrial age, industrial questions, including the relations of employer and employee, are among the most vital and pressing questions of the day. You will be able, no doubt, to command the co-operation in the work of your department, not only of the representatives of organized labor, but also of that great body of employers of labor who recognize and sympathize with the aspirations and aims of organized labor; and from this standpoint of advantage we think you may be able to render enduring service to the country in a field not second in influence to any other.

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A Programme for Industrial Peace.

In accepting the new position Mr. Mitchell defines with clearness and force his conception of the conditions on which rests the future harmonious progress of labor and capital in our midst. While in individual cases there have been experiences which render both employers and employees sceptical at some of the points where Mr. Mitchell professes clear faith, his words ought to carry weight with all who in perplexity and doubt are looking for assured peace in the industrial world. Certainly no one can fail to approve his temper and spirit, as he replies to Mr. Low, in his letter of acceptance, in the following sentences:

I desire to thank you for the opportunity thus opened to me to develop, so far as lies in my power, a relationship between employers and workingmen which will conduce to their mutual interest, at the same time protecting the public welfare by the promotion of industrial peace. The trade agreement is not a speculative, untried theory; on the contrary, it is the recognized and established method through which wages and conditions of employment are regulated between workmen and employers in many of the most important industries of this and other countries. The collective bargain is a recognition of the interdependence of labor and capital; it gives to workingmen an interest in the successful conduct of business, and guarantees to employers and employees alike long periods of industrial peace, an assurance that cannot be given through any other agency. The maintenance and extension of this system of regulating conditions of employment and industry should meet with the approbation of all forces in society solicitous for industrial peace on a basis equitable alike to the workingmen and to their employers.

High Grade Music for Summer Evenings.

For those who find it difficult to take even an entire day at a time for vacation outings, Lincoln Park, and the White City on the opposite shores of Lake Quinsigamond, offer attractions for an afternoon or an evening which have been generously patronized. The latter place has made something of a noteworthy departure from the ordinary range of entertainments at such resorts. It has offered the public for the last few weeks an opportunity to hear light opera rendered by first-class artists at the phenomenally low prices of ten, fifteen and twenty-five cents. Such operas as "Martha," "Bohemian Girl," "Olivette," "Pirates of Penzance" and "Pinafore" have been presented most acceptably, to the great delight of the music lovers of Worcester. In view of the somewhat dubious character of shows and entertainments which sometimes find a place in these railroad parks and summer resorts, the efforts of Worcester managers to give clean and uplifting attractions for the crowds on a summer evening are to be heartily commended.

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A Greatly Needed Organization.

The first sound of the phrase, "Massachusetts Safe Roads Automobile Association," suggests a contradiction of terms which can be relieved of irony only by learning the aims of this organization: for at present the majority of people are under the impression that automobiles and safe roads are as far apart as light and darkness. There is no more laudable aim, just now, for a group of earnest and public-spirited citizens to promote than to protect the inhabitants of this and other commonwealths from the perils imposed by automobiling as it actually exists. When in a single year sixty-two persons are killed and ten times that number injured on Massachusetts highways, the need of preventive action becomes impressive. Our law-makers at Boston seem to be indifferent or inefficient in securing the public's protection: and our resort must be to the concerted action of right-minded automobilists, who constitute the overwhelming majority of all owners of machines. If a tithe of the caution exercised in licensing those who care for stationary boilers were used in granting permits to operate upon our highways machines which are practically railway locomotives, we should be saved some of the tragedies which used to shock us before they became so common. When football's fatalities begin to count up toward a score in a single season, legislatures try to pass laws prohibiting the sport; and unless the careful and conscientious owners of automobiles can speedily succeed in controlling the reckless disregard of human life on the part of too many chauffeurs, the defenseless public will insist upon drastic and effective measures which will penalize the innocent as well as the guilty.

A Coming Problem.

The matter of freight and express business upon our trolley lines is gaining increasing attention and importance. Leominster has recently granted, and Shrewsbury, up to the date of this writing, refused to give such rights. Providence has made remarkable gains as a trade center through the use of forty or fifty large freight and express cars daily, running from the very doors of jobbing houses to country stores. Worcester

cannot afford to be without such privileges if they can be secured upon proper terms, and with due regard to the satisfactory adjustment of passenger traffic. The question of adequate returns to a town or city for a franchise given, especially when that franchise gains large increase of value, is logically a separate one from the question of granting or refusing freight and express rights; though practically it is impossible to wholly disconnect the two. This question is closely connected with current discussions as to the proper rates to be charged by our express companies; and the public is likely to desire more light upon the controversy now going on between the American Express Company and its critics, as having an indirect bearing upon some of the details of the proposed freight and express franchises for our trolley lines. In the present depressed condition of many of these rural street railways, anything which will enable them to more completely utilize their investment ought to be encouraged.

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Idle and Ignored Assets.

It is an evident mistake for any business concern to suffer a part of its available assets to lie useless. It is even worse when the fact that there are such assets is hidden from view. A city is, or ought to be, a business concern, an organized effort to turn the possibilities of individual action into much larger success by combined effort. The coming together of the multitudes in close social contact is the primary condition of such enterprise. The character of the individuals who make up the growing mass, the occupations in which they spend their time, the inherited traditions which lie behind them, the ambitions which beckon them onward, all these things are assets in an enterprise where each citizen is an active partner. It is of course impossible to reduce to terms of monetary standards these assets; but it is a grave mistake to forget their place in the growth of social opportunity and endeavor, and their bearing, in the last analysis, upon individual successes and failures.

It is of such assets as these that Mr. Willis speaks in his appreciation of Worcester's hills and lake and other natural resources. It is not strange that such an estimate should be more accurately and forcibly made by a comparative new-comer than by citizens of Worcester, who have never lived elsewhere, and who illustrate the truth of the old saying that "familiarity breeds contempt." The moment our business men take time and give thought to this subject, as in the symposium which follows, they become as enthusiastic as any one over the natural resources found within the very limits of this municipality.

It is indeed hard to duplicate these in any city of like size. When we see how Chicago and St. Louis, for example, struggle to bring into their park systems anything above the dead level of the prairie, or surpassing trivial valleys and diminutive mounds, we can see the worth of the hills on which our city is built. Boston rejoices in a range of noble wooded hills, a few miles from her southern border; but Big Blue is an insignificant knoll when compared with the heights of land within our borders, to say nothing of those within a few miles of us.

It is easy enough to congratulate ourselves on these natural beauties; but the question before us, as a city, is this:—What are we doing to utilize these assets? to make them pay us dividends? to secure from our use of them a larger and a better life? Our plans for parks and playgrounds partly answer that question; but only partly. What is most needed to-day is a better appreciation on the part of a larger portion of our population of the beauty and value of these rural treasures in the very midst of city wards and boundaries. With that appreciation will come a larger use of these opportunities for outdoor life, for relaxation from the confinement of store and factory. With that increased use of what we now possess will come a growing purpose to further improve and utilize what nature has put within our hands. The more largely Lake Quinsigamond is used by that class of our citizens who have the means to carry out and the influence to push through large things for our city, the sooner we shall see that ugly blot of the causeway removed and its place taken by a bridge which will be a worthy link in the system of Massachusetts highways, and the indirect means of making Quinsigamond the centre of all regattas in the East. First let us realize what our assets are; then, and only then, shall we realize on them.

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A Civic Loss.

REV. D. F. McGILLICUDDY.

In the sudden and lamented death of this distinguished son and honored citizen of Worcester, all religious and civic interests of our city suffer a grave loss. Not alone St. Stephen's Church, over which he has presided with such marked ability for fifteen years, nor the Roman Catholic body merely, in which he attained a place of great influence, but all faiths and communions of Worcester are to find his place hard to fill, when they recall his virility and fidelity in promoting all the issues and interests of good citizenship. Honored by the Catholic Total Abstinence Societies of America with the highest office at their command, he has left a notable record of power and achievement in all movements looking toward the higher life of this city, which must ever recall with pride the fact that he was born and educated within her limits.

When such men pass from us, it is worth while to pause for a brief moment in the pursuit of material riches, and seek to deepen our appreciation of the moral values of which such a life stands as a conspicuous exponent. We can ill spare such a champion of righteousness from our midst; but we owe it to his memory to close up the ranks and honor him by worthily following in the lines of his valuable leadership.

TIMELY TOPICS

Vacation Homes and Haunts of Worcester's Business Men.

A Representative Symposium.

IN response to a hundred and more inquiries upon this general subject sent out to merchants, manufacturers, financiers and a few professional men, about seventy replies have been received, from which some interesting facts may be gathered. Almost without exception these answers breathe deep sympathy with the vacation ideal and spirit; only two of the number seeming to abjure the idea of summer rest, and describing their favorite occupation for this season to be "work," and more emphatically "good hard work." One man, whose vacation is confined to Sunday visits with his absent family, confesses to luxuriating in "producing goods already sold;" a pleasant variation from the experience of many business men in many a wider horizon and greater variety. "Seashore and mountains in my auto" is substantially the plan of several. "Shorter hours for work and week-end trips" suits others. While one of our editors is fond of Nova Scotia, he says, "With good air and excellent car service to neighboring towns, with several good golf and country and lake clubs, tennis and general outdoor life, Worcester is by no means a bad place in which to spend an entire summer." In round numbers, thirty out of the seventy replies are from seekers of mountain or seashore resorts, twenty-four naturally choosing to exchange inland scenes for salt-water attractions. Of these the State of Maine claims nine, and the Massachusetts south shore five, four of whom are located at

"ARD-NA-CLACHAN"—SUMMER HOME OF MR. C. H. HUTCHINS, SHREWSBURY.

cities for the past year, in which others would doubtless like to join. Another writer, contrasting home and remoter places, votes in favor of "pleasant drives, golf at country club, better beds and all the other pleasures of home," and stays in Worcester. In similar vein another says, "Very rarely take a vacation; prefer my own dooryard and piazza and the many pleasant drives about Worcester County in my auto;" while yet another comments, "As beautiful a country as there is in the world for walking and driving. Plenty of good fresh air and sunshine; vacation needed only for a change."

As might be expected, however, another class chooses Falmouth Heights; while others distribute themselves from Narragansett Pier to Old Point Comfort.

The group of replies which is of special interest to us, however, is from those who have a home in the city for nine months of the year, and another on the outskirts of the city or in an adjoining town to which they go each night, returning daily to work, except at the week's end. Sixteen different towns, within a radius of about twenty miles, are mentioned as offering locations for these favorite resorts, Leicester, Shrewsbury, Auburn and Princeton heading the list. Worcester's lowest levels are far higher above sea level than most of its residents appreciate, the railroad track

at our Union Station being 474 feet higher than Boston tide water, while Parker Hill, the highest land within city limits, reaches an elevation of an even thousand feet; but its outgoing avenues in nearly all directions lead to yet greater heights, peculiarly favoring this tendency toward temporary homes in surrounding towns. In some cases the choice of these homes dates back to boyhood life on some New England farm, which begins to look much better to your successful business man in mature years than it did when he fled from its irksomeness to mingle in the city's stirring scenes. Sometimes it is the determination to keep with one's family, and in the summer's greater freedom from business to deepen and broaden the domestic life which appreciably suffers during the larger portion of the year, when children are in school and outside social functions impinge so seriously upon the waning sociability of the modern average home. Sometimes it may be in the interests of economy to choose the nearer location; not infrequently, indeed, the summer farm home, occupied but a few weeks, is made a profitable business venture the year round. Frequently, however, the summer home of the typical Worcester business man, located within an hour's reach of his store or factory, is the creation of wealth that might choose any spot in our own or foreign lands for a vacation habitat; and it represents a deliberate choice made after the widest observation under most favorable circumstances. While we have been unable to secure pictures of some well-known summer homes in this region, we believe that the limited number shown in the space at our command offers a fair sample of the homes and haunts of those who find in Worcester the field for their daily commercial struggles and victories. We purpose to offer in later issues of the Magazine a continuation of this series of views.

Limitations of space also prevent more than a passing allusion to the wealth of opportunities opening in bewildering profusion for single-day outings, at rates so low as to encourage the family group and the neighborhood party to plan together for such delights. With our Consolidated Street Railway covering so completely all territory within a radius of twenty miles, and running commodious cars at a speed which nearly equals that of accommodation trains on steam roads a few years ago, the range of days' outings is wonderfully extended. A combined trip by trolley and steamboat to Nantasket over the finely equipped and managed Boston & Worcester air-line route, with assured seats for all passengers and all for the sum of a dollar, is a vacation bargain attractive to all classes in the community, and eagerly welcomed by thousands. In like manner our

"HAPPY HOLLOW," WEST BOYLSTON—SUMMER HOME OF HON. W. H. BLODGET.

ORCHARD AND COTTAGE.
VIEW OF FARM.

INTERIOR OF COTTAGE.
VIEW OF CLINTON RESERVOIR.

"EDGELAKE," ACROSS MUSCHOPAUGE LAKE.
MT. WACHUSETT IN DISTANCE.

steam railroads hold out the more distant points of Lake Winnepesaukee, Old Orchard, Watch Hill and Block Island as attractions to their patrons for trips of one or more days at remarkably low rates; and in the replies from our business men these are mentioned as summer possibilities to be set down to Worcester's credit. It is worth recording that one man goes daily from his business here to a summer home at Winthrop Beach, just out of Boston, getting the trip one way into a little more time than an hour and a half, and for a fare, through season tickets, of only forty-three cents.

But what of those who must turn a deaf ear to all these invitations and stick closely to the steady routine? Let them speak for themselves of how they manage to make this city not only endurable but delightful during the vacation season. The automobile, the golf links and tennis courts are of course frequently mentioned in these replies. "Farming" contents several; "Reading and nature study" are the favorite pursuits of one of our financiers and successful manufacturers. "Tramping" and "A Hammock" present a contrast of extremes allowing a large number of intervening pleasures. "Reading Russell Sage's advice on vacations," does not sound particularly strenuous; "Quiet and rest at home, with splendid drives over hills and through Worcester's parks and lake shore roads," needs no comment; while "Horticulture and all interests of field and forest," and "Pleasant evenings on home piazza and relief from committee meetings and outside affairs," ought to sound good to all men. We cannot find a better closing tribute to Worcester's attractions in summer than the following words from one who has come from far away Scandinavia to find an abode with us, and whose winter and summer home are one, located in the north end of our city:—"Sailing on Indian Lake has been one of the great attractions to me; also short trips in an auto with a few friends; but an hour in my 'summer house' with my family, with the beautiful view of Indian Lake, Mount Ararat, etc.,—that is worth all the rest put together."

What business man of Worcester can reflect upon these advantages, all open to him simply because he is a resident of this city, and not appreciate more highly the variety of summer pleasures at his very door which multitudes of his fellow business men in other parts of our land must journey far to find? What business man in distant parts of our country who follows through this long list of attractions can fail to admit that possibly one reason for this city's splendid growth in the past and promise for the future is in its wealth of opportunities for rest as well as for work?

Any man who is thinking of a change in the location of his business and his home, should include these facts in the sum total of the attractions on which Worcester bases her invitation to him.

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The Eagle of Asnebumskit.

In connection with this vacation number of our Magazine we have been reminded by the Rev. Percy J. Epler, of a charming reminiscence of Senator Hoar and the sloping sides of Asnebumskit, which he owned and bequeathed to his two grandchildren. While occupying this property, he became the delighted host of a magnificent pair of bald eagles who nested, year by year, upon his land. His own words in a heart-to-heart talk as reported some years ago in the Worcester Gazette

"EDGELAKE"—SUMMER HOME OF B. W. POTTER, ESQ., RUTLAND.

"HIGHLAWN"—SUMMER HOME OF MR. F. P. KNOWLES, AUBURN.

well reproduce George Frisbie Hoar's heart tones as well as the classic idealism of his nature:

There have been a pair of eagles on the hill with an eaglet who got out of the nest a little too soon, which they have been feeding and guarding with that marvellous love for offspring which so largely pervades all animal nature and is the most complete and tender manifestation on earth of God's love for all His children. If there be any one anywhere who cares for me I beg that the eagles may be let alone. I have been at a good deal of cost and trouble to preserve this beautiful and lovely spot, and make it acceptable to people who cannot afford distant journeys. You can see the blue summits of many an eagle's home as you stand on Asnebumskit. I shall deem myself well repaid if you will not disturb our noble guest. Certainly no Worcester man or boy would lie in wait to do a wrong to the American Eagle. Leave him to be the ornament and glory of the sky.

Suggestions for the Vacation Season.

We do not care to burden our readers with instructions as to what to do during vacation hours. We assume that they know their own tastes and their own needs, and how to satisfy the one and look out for the other. We have, however, come across an editorial utterance in the Boston Herald of recent date, which is so full of condensed common sense concerning the spirit and mood with which one should enter vacation days, and especially emerge from them, that we draw largely from its utterances. It enforces one of the supreme duties of the present hour under the caption, "Confidence in the Country." It begins by saying:

It is time to be cheerful, to be optimistic, to say a good word and listen to as many as come within hear-

"HIGHLAWN," AUBURN—HOLSTEIN-FRIESIAN HERD.

"OVERHILL," SUMMER HOME OF MR. JOHN C. MacINNES, AUBURN.

ing. This is vacation season. Mankind rests a little from its labors. In the country, by the sea, on the mountain, it is not only easy to forget the cares of the world, it is delightful to do so. It is also wise. Most of the things that men fret about dwindle into insignificance when the observer views them alongside with nature under a shady tree on the bank of a rippling river. Trudging the woods on an August morning, or handling a boat, or lolling on the beach, a healthy man will wonder what need the world has of politicians and wars, and such a plenitude of policemen. He finds this a pretty good world to live in, and his fellow countrymen a companionable sort. If he will but take this frame of mind back with him to town he will make a sensible contribution to the progress of affairs.

For some years this country has been deluged with diatribe; the nation has been tarring and feathering itself; it has been angry, suspicious, and confused in mind. It has overdone the business of denunciation, and, now that nobody is left without some sort of accusation against him, everybody is wearied and more than half convinced that there is something better to do. Long ago it was pronounced impossible to indict a nation. A good many persons have believed this dictum. But the American nation has indicted itself and it has been so busily occupied in the work that matters of more importance have escaped its attention. Only a little while ago everybody was denouncing somebody. If anybody escaped the general reproach he has yet to be heard of. And then when there came a sudden lull in business, and money was hard to get, and bad times threatened, the country was taken by surprise. It wondered what had caused the trouble!

What happened was but the natural result of what had gone before. So many citizens had so long advertised their distrust of all the others, and the others had proclaimed their own distrust of all the rest, that confidence could find no foothold anywhere, and there came a crash. Now men see confidence returning.

At this point the editor of the Herald proceeds to protest in timely fashion against yielding to a fear which is founded on fancy and tradition rather than on fact,—the idea that until the ballots are counted in the great political contest of next November, storm-signals must be kept flying at every port of commercial adventure. It demolishes this bugaboo as follows:

This country has gone thirty times to the polls to choose a President. It should, therefore, be well accustomed to the experience, and not timid about it. Those thirty experiences should teach confidence. And yet the custom is for Americans to slacken their enterprise when a campaign confronts them. There is excess of caution in this. Has not the country flourished; has it not gone on from progress to progress? Why, then, be timid every four years? Why take short views?

In this vast land, with every natural resource that civilized beings need, there are more than eighty millions of people. And these eighty millions are vitally interested in the well-being of the country, in its institutions and its civic ideals. If a man need a reason for optimism, there he has it. And he might go about the work of electing a President with more cheerfulness than ever he did before, for this country is sound in wind and limb, it has abundant common sense, and its ideals climb a little higher every little while. It can be trusted in spite of its recent excess of self-distrust.

The editorial concludes with suggestions which would have sounded strangely a score of years ago, or even in more recent days, but which will call out assent from multitudes of business men in every part of our land, as they look forward to the deluges of partisan argumentative oratory which are likely to sweep over the land in coming weeks, despite the fact that but few voters will be moved thereby from their present convictions and purposes:

Perhaps if all the speechmakers were to take a vacation until after the election the greatest gain that the country ever had would be known. There would certainly be no great loss. All the conventions have been held, all the platforms constructed, and every intelligent voter knows by this time how he intends to vote. And every one has confidence in the country's future, in spite of the recent avalanches of accusation. The thing to do now is to let out the confidence into the air. Let it work. These eighty millions have to be fed and clothed and housed, educated, transported, amused. In all this there is plentiful work, prosperity for every one. Let not the electioneering daunt the faith. The country will not consent to a campaign of abuse, nor assent to prophecies of disaster. If there must be speeches let them deal with principles. What the country needs is faith cure—confidence. Be cheerful then, let confidence work!

SUMMER HOME OF MR. H. H. MERRIAM, SHREWSBURY.

Worcester's Lake and Hills—An Appreciation.

By Fred L. Willis, Secretary of the Y. M. C. A.

"If Lake Quinsigamond, with its surrounding hills, were in Nebraska or Kansas," declared Secretary Willis in recent conversation with the editor of this Magazine, "it would be the best-known and most largely patronized summer resort of the entire central West. During my four years of residence here I have been continually impressed with the indifference of those who have always lived here to the natural beauties around them. I was brought up among New England hills, and for fifteen years I was away from them, most of that time being spent on the plains of the great West, with the Rocky Mountains six hundred miles away. The nearest thing that could possibly be called a summer resort was five hundred and seventy-five miles distant, in the lake region of Wisconsin. To come back to such scenes as these around Worcester is a constant delight."

FRED L. WILLIS.

"How do Quinsigamond and its surroundings compare with other similar sheets of water?"

"I have visited nearly all the well-known lakes of the country, and I think that our lake ranks very high for its natural beauty and attractiveness. If the one feature of the causeway could be eliminated, Quinsigamond would certainly equal Lake Geneva in Wisconsin, to which I used to take parties from Omaha. That body of water, the most beautiful in the Wisconsin lake region, is about seven miles long and two miles wide. It is controlled largely by the owners of fine homes along its shores. Twenty-five years ago the Young Men's Christian Association secured five hundred feet frontage and fitted up a permanent camp, with tents, dining hall, athletic grounds and other similar features. Every summer people go there from great distances to attend summer camps and conferences, and to enjoy the varieties of recreation offered in connection with them. We have as good facilities for all those things on the shores of Quinsigamond, in such a tract of land as that owned by the Natural History Society."

"Why should there not be a better appreciation of these natural advantages among our own people?"

"Partly, I suppose," said the Secretary, "because people have never been deprived of them, and things near at home never seem so fine as those at a distance. A greater reason seems to me to be the fact that, except for occasional picnics, comparatively few of Worcester's citizens ever go to the lake to enjoy its beauties. Many, of course, visit the White City and Lincoln Park, but these places do not so much represent the charms of the lake as a certain type of popular pleasure resorts which have chosen that for a convenient and attractive location. It is well known that places of bad reputation have formerly existed along certain sections of the shore, but I believe that the lake as a whole has suffered unjustly in its reputation because of a comparatively few of these moral blemishes, and I am quite sure that there has been a decided improvement under a no-license policy. One great difficulty here lies in the large amount of lake shore over which this city has no jurisdiction. I believe matters would be much more satisfactory to both Shrewsbury and Worcester if the boundary line left all the lake shore within our city limits. At present there is a marked increase in the use of the lake by some of Worcester's best people, a movement which ought to be encouraged in every possible way. Motor boats are rapidly increasing in number, and the Natural History Camp is a use of Quinsigamond and its beautiful wooded shores which ought to be largely increased in the future. I see no reason why there should not be thousands instead of scores enjoying such a delightful spot as Wigwam Hill, the shore at its base and the fine woods which extend to the upper end of the lake."

"What has your Association been doing to popularize this region, and what success have you had?"

"Our summer camp," said Mr. Willis, "is a move in this direction. Hon. E. L. Davis has kindly given us a fine location, just beyond Lake Park, with two hundred feet of frontage, and reaching back well up the slope, through beautiful woods. The camp site is excellent, and well secluded from the Lake Avenue. We have had a rather small number this year, about twenty-five in all, both men and boys. We have found something of the feeling that if one is going to enjoy camping, the most, of course, go off to some more distant place. Those who have gone, however, have been enthusiastic over the location and what it offers them of good times, as these pictures will indicate. Boys, who otherwise could have had no outing, have here had a fine time, and their mothers are especially gratified over the arrangements. Our Y. M. C. A. boat-house is doing a fine work, an increasing number each year availing themselves of its splendid equipment, with its opportunity to bring lady friends to a convenient place for an outing."

"You spoke of your love for the hills, Mr. Willis; what are your special favorites?"

"No one really knows this city unless he has seen it from these hill-tops," was the reply, "and he needs to see it from more than any one of them; for the only way, I suppose, to really see all of Worcester would be

TENTING AT THE Y. M. C. A. CAMP.

from a balloon. There are three views in which I specially delight. One is from Mr. Torrey's residence, up on the Leicester range, where one gets a superb view of the reach of our city through the different valleys stretching from the west toward the north and northeast. Then I admire the broader sweep of prospect from Asnebumskit, Senator Hoar's favorite resort. Either one of the points shows the remarkable foliage of the city, and the large number of small hills on which and among which it lies."

"For a near-at-hand view," continued the speaker, "I am greatly attracted by the outlook from the reservoir on Green Hill, with its elevation of seven hundred and thirty-eight feet above sea-level. I have been there many times, and have seen some wonderful sunsets from it. I wonder that so few people visit this spot, which is so accessible from Grant Square or Brittan Square. Green Hill Park is one of the greatest treasures of the city; it ought to be more fully developed and used. There is one of the finest natural golf courses imaginable round that pond. It ought to be developed by the city for public links, like those in Franklin Park in Boston."

"Yes," remarked Mr. Willis in closing, "we are much richer than we realize in the variety and accessibility of beautiful scenery inside our city limits, without beginning to draw upon the exhaustless treasures of this hill country of central Massachusetts around us. Coming years are sure to bring a better appreciation of these unrealized assets of our civic resources, whose fuller development can but help greatly in the growth of our population and the happiness and health of our inhabitants."

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A Tribute from a Former Resident.

Rev. L. Call Barnes, D.D., has so recently left the pastorate of the First Baptist Church as to make us hesitate to call him a "former" resident. He is spending his vacation in our city, specially devoting himself to boating and canoeing; and writes us his opinion of his chosen vacation habitat as follows:

BOATING AT THE Y. M. C. A. CAMP.

Having visited many summer resorts in this country and in a dozen other lands, I count Worcester one of the best. Nine tenths of the places to which people go lack the advantages for rest and recreation enjoyed by this city. People whose work is here need to get away from it, especially if it is a kind of work like that of a pastor, which follows him day and night, at home, on the street and wherever he is. But in natural advantages one need look for no better place than Worcester for a vacation.

Lake Quinsigamond is a joy forever. When you think of the artificial mud holes which are advertised as lakes at many resorts, Quinsigamond is a glorious sheet of water. Many other ponds around the city are also fine for rowing.

Our hills are not to be despised; some of them within the city limits having noble views. When the trolley line is completed to the foot of Wachusett and another is built to Paxton, over the shoulder of Asnebumskit, the mountain enticements of Worcester will be greatly increased.

When you take into the account our many charming parks and our numerous trolley trips available, Worcester is hard to beat as a summer resort.

LAKE QUINSIGAMOND—THE EASTERN CITY LIMITS.

Worcester's Board of Trade Glee Club.

OFF FOR AN OUTING.

WORCESTER and her Board of Trade have reason to be proud of this organization, which for fourteen years has been at work in building up a male chorus of exceptional ability and achievements. When this Club was first organized it had no connection with the Board of Trade, but at the suggestion of Mr. A. W. Parmelee, its first president, it adopted this name, receiving the use of a hall for its meetings and rehearsals, and in return singing at the annual banquet and smoke-talks of the Board, also at a concert open to Board members and their families. Mr. Arthur Bassett was the earliest director of the Club. He was followed by Mr. George N. Morse, who for many years gave great devotion to the service of the organization. Mr. J. C. Bartlett was for a time its leader; at present Mr. Elliott A. Santon wields the baton, fitted for his position by seven years of enthusiastic service as the Club's accompanist, during which period he never missed a rehearsal.

This Glee Club is composed mostly of business men in Worcester who are also church singers. So far as their regular daily tasks have permitted, they have gone out to neighboring towns and cities of Massachusetts for occasional concerts; at one time a European trip was planned, but failed of accomplishment. The total number of members at any time has been a little less than thirty. Only five of the charter members are now connected with the Club, among them being Mr. H. C. Robinson, who became President two years ago.

As the vacation season drew near, the plan was proposed to combine pleasure with business, and accordingly the present tour through Nova Scotia and New Brunswick was projected, which is nearing a most successful end as this magazine is going to press. The Club started on August 2, from Boston, by the steamship "St. George," arriving in Yarmouth the next morning, and giving their first concert in Shelburne on Monday evening, the third. The next three evenings found them in Liverpool, Bridgewater and Lunenburg, respectively. On Friday and Saturday evenings, August 7 and 8, they were in Halifax, whose Board of Trade has taken a deep interest in their coming and shown them many courtesies. The impression they made upon the city may be understood from the following quotation from the Halifax Herald of August 8th:

GLEE CLUB SINGING THAT WAS FINE.

Worcester Board of Trade's Splendid Singers Delight a Big Academy Audience.

Halifax music-lovers were, last night at the Academy, given a good idea of what first-class glee singing is. This was at the concert by the Worcester Board of Trade Glee Club. It was indeed a rare treat. The chorus of nineteen men appeared in a choice programme of popular glees, and they sang with a

finish, a tone, a modulation, a precision, a steadiness of attack that was almost perfect; and be it remembered those men are amateurs. Nearly every number was encored. Two of their selections were old Orpheus successes—"Vot Cher" and "Water Lilies." The singing showed what a splendid effect can be produced by a body of men with trained voices.

The "vocal combat" was a novelty; the first and second tenors sang "Then You'll Remember Me," the first and second basses "Rocked in the Cradle of the Deep." These were sung concurrently and proved not only amusing but musical.

Besides the chorus there were two selections by a quartette, and encore followed both. The programme included tenor solos, a baritone solo and bass. These were all excellent, but it was Dr. A. J. Harpin, the bass, who most completely captured the audience; he was twice encored, and even then the audience was not satisfied.

After spending Sunday in Halifax, the Club went across Nova Scotia to the "Evangeline Country," singing in Windsor on Monday the tenth and at Wolfville the following day. The remaining itinerary included St. John, Digby and Yarmouth, with an expected arrival home on the sixteenth.

The following is the list of members of the organization who are upon this tour:

Tenors—W. S. Knowles, Arthur J. Hackett, Charles Bancroft, George L. Anderson, T. B. Hamilton, S. C. Midgley, H. A. Kimball, R. G. Jeffery, G. A. Sleeper, Paul Mossman.

Bassos—H. C. Robinson, W. I. Brown, F. A. Bancroft, G. W. Bent, E. R. Cummins, H. E. Vaughan, A. J. Harpin, B. B. Snow, O. C. Bailey, F. C. Lachmund.

Director—E. A. Santon. Pianist—W. M. Rogers. Librarian—J. E. Oakes.

Soloists: Tenors—W. S. Knowles, Arthur J. Hackett, G. A. Sleeper; Basso—A. J. Harpin; Baritone—W. I. Brown.

Quartette—Mr. Knowles, First Tenor; Mr. Hamilton, Second Tenor; Mr. Robinson, Baritone; Mr. Snow, Basso.

The last two rehearsals of the Club have been open to a few of their friends, who have been enthusiastic over the choice selections which make up the programme and the fine volume and tone and delicacy of shading which marks their work. We present to our readers a reproduction of a flash-light picture of the Club, made during their last rehearsal.

We are confident that the reputation of Worcester as a musical center will be sustained and enhanced by their work upon this trip. Plans are under consideration to afford the general public of our city, as well as the members of the Board of Trade, an opportunity to listen to them in the early autumn; and it is hoped that it may be possible for them to accept a limited number of engagements in some of the leading cities of the east during the coming season.

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July Trade Conditions.

Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

DURING the past month definite evidence of progress in the right direction has, from time to time, clearly shown itself. Many industrial plants have gradually enlarged the percentage of active machinery or increased working hours. Improvement is slow, but of a healthy tone and of such to inspire and restore confidence. The machine business is still quiet, but it being last to feel the effects of the depression, naturally recovers more slowly.

Retail trade usually is curtailed through the midsummer, but compares, on a whole, very favorably with a year ago. Renewed activity and re-opening of plants is reported by celluloid comb and hair ornament manufacturers, while the chair trade has slightly increased their working hours. Improvement is also noted in the wire industry and manufacturers of foot-wear report that a substantial volume of business is being placed.

There is still little evidence of much activity among manufacturers of woolens and the output of carpet mills continues below normal. Corset plants have enjoyed a steady trade of normal volume and local jobbers of notions and small wares report county merchants buying more freely, and anticipate still heavier autumn orders.

Failures for the month numbered seven (7), with liabilities of $80,308 and assets of $42,950, compared with the same month of last year, which showed a total of four (4), with liabilities of $25,341 and assets of $17,670.

July's Record of Current Events

City Happenings.

1. Managers of Fresh Air Fund appeal for money for their work.

4. Three thousand members of Catholic Total Abstinence Societies parade, with floats containing members of ladies' societies; athletic sports at the Fair Ground.

6. Largely signed petition presented to the Consolidated Street Railway Company, asking extension of Hamilton Street line to Lake Park.

10. Property owners in South Worcester oppose a third bridge over Southbridge Street, as proposed by the N. Y., N. H. & H. R. R.

11. Five thousand Lithuanian-speaking people of the city plan for an enclosed park for social purposes at Fifth Avenue and Millbury Streets.

17. The B. & A. R. R. begins laying third track westward from Jamesville.

18. A large delegation of French-speaking people go to Quebec to join in tercentenary celebration of the founding of the city.

The Congress of Franco-Americans in Worcester postponed until Aug. 23.

20. Ex-Mayor Duggan and many others file petitions for land damages on grade crossing abolition.

Battery B of the State Militia reaches Framingham Muster Field for a week of duty.

23. Request from many farmers for extension of trolley milk-car service from Charlton City southward to Saundersdale.

Renewal of agitation for completion of trolley line from Brimfield to Hartford, Conn.

25. Announcement of Oct. 1 as date for beginning work on new Union Station in Washington Square.

31. The Swedish Finnish Temperance Federation of America opens its sixth annual convention in the Thule Building; address of welcome by President Coates of the Board of Aldermen.

The Worcester Collateral Loan Association reduces its rates from one and one-half per cent. to one per cent. per month.

Personal.

1. John H. Parent appointed inspector of railroads and street railway lines in central Massachusetts.

Rear Admiral Bartlett, retired from U. S. Navy at his own request, makes his home in this city.

President G. Stanley Hall and Prof. W. H. Burnham speakers at the National Education Association.

7. Governor Guild appoints Albert C. Getchell trustee of Sanatoria for tubercular patients, and Henry F. Harris trustee of Massachusetts Homeopathic Hospital.

8. Supreme Chief Templar Edward Warinsky, of Good Templars, Sweden, banqueted by temperance workers in Continental Hall.

11. Dr. George E. Wire returns from the annual session of the American Library Association at Minnetonka, Minn.

16. The neighboring town of West Boylston celebrates its centenary, Hon. Herbert L. Parker being the orator of the day.

17. The Rev. Father T. E. Murphy, S. J., President of Holy Cross College, attends centenary of St. Patrick's Church in Damariscotta, Me.

18. Mayor James Logan accepts appointment as Vice-president of Playground Association of America.

21. Miss Stephanie Grant, of 1 Tuckerman Street, one of four young women to pass the June bar examinations.

30. The Rev. Father Daniel F. McGillicuddy dies at Charlesgate Hospital, Boston.

City Hall and Departments.

1. School Board recommends increase of teachers' salaries, $25-$30, also three new school houses, at Dartmouth Street, East Kendall Street and Tatnuck.

6. Ten new licenses granted to druggists by Board of Aldermen, to test their powers to issue such licenses.

The Board of Health adopts stricter rules concerning the sale of milk and ice cream.

9. First annual picnic of Firemen and Policemen at Edgemere.

13. Final meeting of the City Council for the summer; the Aldermen reverse their action in granting druggists' licenses, which were vetoed by Mayor Logan. $20,000 voted to equip Street Department in accordance with the Mayor's recommendation; $51,600 for streets, bridges and sidewalks, and $79,000 for two new schoolhouses at Dartmouth Street and East Kendall Street; $8200 for new water mains.

Bids for $200,000 of city bonds awarded to Blodgett, Merritt & Company of Boston, premium $154.

15. Damages of $4800 awarded against the city in Beaver Brook cases.

17. Tax rate informally fixed at $17; some doubts as to its legality, on ground that $16.80 would be sufficient.

22. Proposal made to secure the city's gravel from the Home Farm; possibility of spur track extension of street railway for this purpose.

27. Mayor Logan directs the purchase of 3400 feet of new fire hose after competitive test.

The Month of July in General.

Intense heat prevails, with extensive drought and forest fires in many parts of New England; danger of milk famine. Report of fiscal year of the United States shows gross receipts of Worcester post office $12,700 in excess of previous year. Numerous summer camps for different organizations of the city located in neighboring towns; the Natural History Camp well attended at the foot of Wigwam Hill. Excellent work accomplished in vacation schools at Ledge Street, Lamartine Street and Millbury Street; sewing, basketry and manual training added for advanced grades; total cost $400.

"The Garden City," in the Island District, with its model city government, under charge of Rev. R. J. Floody, has flag raising and address from Alderman Coates. The domestic science class of the Y. W. C. A. is held for the summer at Endicott House. The Fresh Air work goes on at Green Hill Hospital and at the Rest House, and also in suburban homes in Princeton, Westboro and North Brookfield; the Clean Milk Station proves a great success.

Arrests for drunkenness in Worcester for the month, under no-license, 131; for the same month last year, under license, 341.

The Secretary's Corner

The Secretary finds himself during the present month one of the multitude who think much and talk a little about vacation, and take none. With hunger of spirit he stood, a few days since, on the dock and waved farewell to a party, off for the woods of Maine, among whom he confidently expected to be numbered a few months ago; and then turned his steps back to the Corner. For the next few days his thoughts frequently wandered beyond the sights which daily meet his eye, as from his window he gazes upon express wagons and lake-bound trolley cars, and occasionally catches the hum of sewing machines from the open window across the street. Louder than the clamor of the city's composite voice there sounds in his soul the call of the wild; above the cornices of one of Worcester's modest sky-scrapers his mind's eye pictures the beckoning summits of Kearsarge, Carrigain and Mount Washington, the monarch of them all, and—"Telephone!"

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Brought back thus suddenly to the realities of the Corner, the Secretary finds no way out of it except to practice some of his preaching and try to illustrate some of his theories. A Secretary's Corner; is it an immovable fixture at 11 Foster Street? Happy thought—why not utilize some of Worcester's possibilities held out to those not too far-sighted to discern blessings close at hand, which in his editorial capacity he has been trying to make known to the world? And so, for portions of every twenty-four hours, the Corner and its occupant relocate themselves near the city's easterly boundary, three miles distant, as highways are measured, from telephone booth 722.

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Sitting within his tent at the twilight hour of a perfect summer day, the Secretary looks out, either behind or before, upon absolute solitude. If camera or artist's brush were to reproduce the scene, there would be no suggestion of a ward in New England's third city, but rather of some glen in the depths of the Adirondacks. In the rear of his canvas home is a wooded cliff, and over its summit a hint of sunset splendor and golden after-glow. Through the front of the tent there is seen a bit of greensward, a crescent of oak and pine trees, the shimmering blue of Quinsigamond deepening into the dreamy purple of descending night; and a picture, paneled in living oaken frame, of wooded hills stretching up from the farther shore of the lake, with not a token of human habitant or habitation. True, the beholder knows that on either side, hidden by his canvas walls, are other seekers for the quiet of nature; but he knows that they are one with him in spirit as they

tabernacle here for a brief space. Suddenly there comes a hoarse honk, a rumble, a roar, a gleam through the bushes of something moving at express train speed, a flavor of gasoline tainting the fragrance of the forest air;—and one rouses himself from the revery of solitude to find that a city boulevard has penetrated his seclusion, and that even here he is not deprived of the possibility of being butchered to make a chauffeur's holiday.

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The Secretary lies down to sleep with the soothing dialogue of katydids for a lullaby, a pleasing contrast to the clang of trolley gongs; and wakens after a dreamless sleep to revel in the matins of a bird choir. As the sunlight pours into his opened tent, he receives his first caller, who enters unbidden and proceeds to make a thorough tour of inspection. It is a big, buzzing, sociable white-faced wasp. The surprised host resists the first impulse to offer violence to the new-comer by recalling the fact that in the precincts of the Natural History Camp even alligators and snapping turtles become harmless. He soon perceives that the investigating visitor is merely seeking a breakfast of flies, and after making sure that there are none on the owner of the tent, he departs as suddenly as he came, leaving one the privilege of completing at leisure a toilet begun luxuriously by a swim in the lake. What better preparation could be found for the duties that wait where morning papers and early mail plunge one into forgetfulness that any such thing as vacation solitude is within a thousand miles?

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"This fable"—no, this plain, unvarnished tale—"teaches" several things. Connecting itself with glimpses of Worcester's rural charms and attractions told on other pages of this Magazine, it ought to call out the question in the soul of more than one vacationless toiler, "Why do I not get out and sleep in the woods even if I work in the midst of city din?" Well, why not? Surely not because there are no secluded, wood-embowered nooks within easy reach of a combined trolley trip and short tramp. "I wish I could, but I am too busy to spare the time." Just at present the Secretary begins his office work at eight in the morning and does not shut his desk till ten in the evening; he walks nearly a mile to and from the trolley car, and can testify that the physical effort is abundantly rewarded by the rest afforded tired nerves. You have all the time there is; take some of it, friend, for such an experiment!

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One more question deserves statement, even though it must be denied discussion. If one or two or a score may thus gain a breath of genuine vacation atmosphere if only for eight out of each twenty-four hours, why may not similar opportunities, with maximum attractions and minimum cost, be provided another year for many others of Worcester's workers for whom a summer vacation must come thus or not at all? The Natural History Society's camp has been obliged to refuse many unexpected applicants, because of lack of equipment. There are literally acres in the grounds of the Society, some of it wooded, some of it on the open hillside with superb outlook. City water and a good restaurant are at hand; why not a village of enthusiastic campers another season?

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

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A Prize Competition—$10, $5, $3.

Open to all Worcester Amateur Photographers.

DO not forget that we offer three prizes for photographs of Worcester scenes, which must be within the residential, business or park sections, which shall be adjudged first, second and third in artistic excellence. The following members of the Portfolio Club have kindly consented to act as a committee of award: Mr. Herbert R. Cummings, Dr. George Buttler, Mr. W. A. McAllister. Not more than ten views will be received from any one competitor; these must be delivered at the Board of Trade rooms on or before Thursday, October 1. Each set of views should be accompanied by the maker's name and address enclosed in a sealed envelope, which will be numbered in duplicate and will remain unopened until after the award.

An additional prize of $5 is offered for that photograph in the above-named competition which shall, in the judgment of the Publication Committee of the Board of Trade, be most available and valuable for illustrating the industrial characteristics of Worcester. We hope for a large response to this offer, and some new revelations of the beauties of our city.

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The Right Way to Buy Fire Hose.

THE city has recently bought three thousand dollars' worth of hose for the Fire Department, under new and commendable conditions. Previously it has been purchased under rather indefinite specifications, and awarded to the lowest bidder, with the result that the department has been given a very inferior article. The Mayor has felt that it was poor economy to spend $225,000 annually for this department, and then furnish its most important tool of doubtful quality. Accordingly, he had a committee, composed of Chief Coleman, Alderman Patterson and Mr. Irving E. Comins, prepare specifications covering the necessary requirements of the best grade of hose; also an iron-clad guarantee for a period of four years, protected by a bond for half the amount of purchase. They further required all bidders to submit with each bid a sample 50-foot length of the hose, distinguished only by a private mark, the key to which was in the sealed bid. Before the bids were opened each of these samples was given a series of tests to determine the relative value of its different qualities. Six lengths of knit hose and five lengths of woven hose were thus tested by the committee; and without knowing either the maker or the price, one length of each of the

two kinds of fabric was selected as standing at the head. The bids were then opened by the Mayor, and the decision left to the committee, who recommended that the city purchase 1850 feet of Bi-Moore brand of woven hose made in Worcester by the Multiple Woven Hose & Rubber Company. It was also decided to purchase some knit hose and a contract for 1350 feet of this variety was given to the Boston Woven Hose & Rubber Company. The prices were practically identical, and about two cents per foot higher than the average price of all the bidders.

The deliveries of this hose will be subjected to the same tests as the samples, and if ten per cent. fails to come up to the standard, the whole delivery may be rejected. By this method it is proposed to furnish our Fire Department with reliable hose that will be much the cheapest when length of service and freedom from leakage are considered. Such methods of municipal management must commend themselves to all citizens whose property interests are intrusted to the care of our Fire Department.

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The Seattle Exposition and New England's Commercial Opportunities.

As the preparations for the Alaska-Yukon-Pacific Exposition go forward, the question of its value to the trade interests of the East becomes worthy of careful consideration. Worcester especially, should be alert to improve any possible chance for pushing the products of her many factories. A communication recently received from the Seattle Chamber of Commerce, discussing the amount of business done by the State of Massachusetts in that section of our national domain, is worthy of attention:

An editorial printed recently in one of the Boston papers, stated that there would be little gained by Massachusetts having a building and exhibit at the Pacific World's Fair, as Massachusetts did not do any business to speak of with the city of Seattle and the state of Washington. The management of the exposition, in order to give the people of Massachusetts some idea of the value of the goods purchased from that commonwealth every year, immediately began to compile statistics. Of course, the officials could not arrive at any definite figures, but after canvassing about 150 of the jobbers, wholesalers, retailers, manufacturers and other kinds of buyers, arrived at an approximate figure for Seattle, which amounts to more than two millions, annually. Twenty per cent. of these goods were for use in Alaska.

Seattle, although the largest single jobbing centre in the Northwest, does not, by any means, monopolize that business. Other distributing points such as Portland, Spokane, Tacoma, Bellingham, Everett, Walla Walla and Aberdeen—each with as great an interest as Seattle in the trade which the exposition seeks to promote—buy from Massachusetts probably enough to treble the $2,000,000, or make the value of goods purchased from the Bay State by the territory immediately concerned in the exposition, about $6,000,000 per year.

It is also pointed out by the exposition management and the Seattle Chamber of Commerce, that the development of the Pacific Northwest is little more than begun; that the demand for products such as those turned out by the factories of Massachusetts is increasing with enormous strides. Another argument used is that the exposition affords opportunity to Massachusetts to keep the needs before the enterprising and rapidly enlarging public of the Pacific Northwest, to say nothing of the chance the fair offers for the Bay State to come more directly into touch than ever before with the markets of the Orient. Alaska, as a purchaser, will multiply its value with the development of its copper and coal deposits, and of its varied producing possibilities, through the stimulus that will be given to that country by the exposition and it is argued that Massachusetts, in participating in the 1909 fair will not only protect her present market, but will have a chance to take advantage of the new opportunities that will be presented.

Missouri has made provision to participate and will erect a building. This will give St. Louis, a shoe centre, a chance to show her wares. And such will be the case with many other states that will take part.

Massachusetts had an exhibit at the Portland Exposition in 1905, but the population of this section has increased at least fifty per cent. since that year, and that display, it is thought, will not answer for the increase in the market.

SPLINTERS

To all who read these words in the midst of vacation joys, congratulations! To all others, our condolence and personal sympathy.

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Connecticut has a weather prophet who insisted upon protracted drought for the opening days of August. Let the Worcester Agricultural Society secure him to foretell steady rain for September 7 to 11.

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Did you know that fire-hose was made in Worcester until you saw our last number? Read the full story of the process in our Industrial Notes; perhaps you will discover some other facts about our city worth learning.

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$500 to the man who will tell the perplexed Board of Trade in Springfield the best way to advertise their city! That looks good to us, so here goes: Take a rover-page advertisement in the Worcester Magazine; special rates to a sister organization. (Please send check for the $500 before we start on our vacation.)

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For the benefit of its special class of readers Profitable Advertising takes the following "Motto for Every Morning" from the Tribune "Hustler," of Minneapolis:

> Turn Failure into Victory; don't let your courage fade;
> And if you get a Lemon, just make the Lemon Aid.

Good advice for others than advertisers; try it on.

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Collier's Weekly says that a chamber of commerce is "ordinarily a device for an annual dinner of ten courses and six speakers and an occasional set of heavily worded resolutions when the currency is threatened or city departments are looted with too great license. As Shakespeare remarks: "Let the galled jade wince; our withers are unwrung."

o o o

Look for the Worcester Magazine's exhibit in one of the best nooks of the new Industrial Building at the coming New England Fair. What are we going to show? Magazines, of course! and some other things. We propose to have headquarters where all our friends will be welcome—to subscribe, to join the Board of Trade, to mail a copy of the Magazine to some distant friend, or to leave a satisfactory memorandum with our Advertising Man.

Our distinguished contemporary, Judge, has sagely declared:

> Lives of some great men remind us,
> That we will, if we are wise,
> Leave our modesty behind us,
> And get out and advertise.

This explains the new placards which adorn some windows and news-stands on our streets. How can we expect a man to buy something of whose existence he is ignorant? Moreover, we are tired of having some of our dealers simply "keep the Magazine"—we want them to sell it.

o o o

We congratulate the Providence Board of Trade on its approaching fortieth anniversary, and also on the new life which is sure to spring from the enjoyment of renovated and enlarged quarters. When we hear of people trying to find where the Worcester Board of Trade is concealing itself, and think of that big sign in Providence stretching clear across the front of that historic building in Market Square, we wish—but that's another story, to be continued, or rather begun, in our next.

o o o

The Trenton Tradesman is moved to remark:

> Again we have occasion to refer to that progressive town of Worcester in these columns. Worcester attracted some attention recently by electing as its working secretary a gentleman who had spent some twenty odd years as a minister of the gospel. A few critics could not see where that action was appropriate. We do.
>
> The one long job of a commercial secretary is preaching the gospel of municipal progressiveness. A minister usually dedicates his life to a certain cause because he has faith. The trouble with too many commercial secretaries is they are shy on faith—faith in the future of their respective communities. * * * *
>
> If the new secretary turns his talents toward commercial and industrial progressiveness, preaches the gospel of "Do it for Worcester," gains the ear of the entire community as his congregation and hammers away at the slogan of "Get up and hustle," he'll be there when the bell rings for the last lap in the race of wide-awake municipalities.

We are all right as to faith, brother, and modestly hope to carry out the homiletic programme you propose. When we arrive at that "last lap," we are sure that we shall have good company in a certain hustler from Trenton.

o o o

We recently read in one of our Worcester papers the complaint of a police officer who is assigned to duty at one of our stations. It seems to be a case for some humane society to investigate at once. He is reported as saying:

> Not for the nineteen and a half years that I have been doorman have I seen anything like what there has been in this cellroom for the last four weeks, or in fact since May 1st.
>
> When I look back but a short span of time and think of the thirty to forty prisoners I had every morning, mostly drunks, and go into the cellroom now mornings and find a measly one or two locked up, I am sick of the place, and wonder if the millennium isn't coming at last.
>
> Before May 1st, I used to come in here mornings and the first thing I would hear when I opened the outside door would be a burst of profanity or a whirlwind of ribald laughter, but now when I arrive there is the silence of the tomb.
>
> Take a Saturday night, for instance. Every Saturday night, almost without exception, the cellroom was filled with a gang of noisy drunken brutes that howled and swore until they were tired out, and it kept all of us on the move to attend to them, but now one little drunk or two or three, at the outside limit, is all we have to look after, and it makes me tired.
>
> "Water, you old cop, you, water!" used to be the continual cry from the cellroom and sometimes, yes, a good many times, I used to lose my temper at the continual cry for water, but it is never heard now, and I would give a week's pay once more to have the life pestered out of me by the gang that used to cry for water and the bunch that used to make my life a burden.

If this officer was sincere in his remarks and was correctly quoted, we protest against the continuance of such cruelty. Ere reason totters from her throne this man should exchange places with some trolley conductor on the Saturday night "jag car" from Westboro or Clinton.

A Cleveland View of the Iron Trade.

The Iron Trade Review of Cleveland, that great centre of steel industries, has the following conservative estimate of prospects and probabilities in this basal department of modern industrialism:

> The month of July just ended has played quite a conspicuous part in the process toward regaining former business conditions, through which the iron and steel trade is now slowly passing. More clearly than any of the months that had preceded it, July was marked with the evidence of a cheerful spirit returning to general lines of commercial activity, and the results of that period as they now stand forth are lending encouragement to manufacturers as to the future. The fact that the past month commended itself to attention by the large tonnage of iron and steel products placed upon mill books through new contracts and the renewals of those expired, was not in itself exactly unexpected. Representing the beginning of the second half of the year, July has become the proverbial time for the covering of annual and semi-annual requirements of consumers, and, with the added impetus of price concessions made a short time before, this year has proved no exception in this respect.
>
> But the hopeful tone that is spreading from the month is not so much in contracts placed as in specifications filed against contracts, the true index to consumptive needs, and that upon which mill operations are based. The specifications received in the period just passed aggregate the largest volume of the year for most steel companies. This has been particularly true in steel bars, and in a less degree in other lines, including plates designed for pipe manufacture. As a result the mills producing the favored lines have increased their operations; others, less fortunate as to their products, have barely sustained the record of the past. The net result is more hopeful, but scarcely one calculated to insure prosperity within any definite number of days or months. August has started well, but is not expected to exceed, if it can maintain, the gait of its predecessor.

Civic Betterment Notes

Chicago Playgrounds.

The Chicago Special Park Commission has submitted its annual report to the City Council of Chicago. It is a striking and interesting production describing the interesting work done by the Commission for parks, playgrounds and bathing beaches in Chicago. During the year, thirty-four pieces of park land were maintained, compared to twenty-six of 1906; a dozen tracts have been made into parks, nine of them reconstructed and three made entirely new; a park site was given to the city and also one playground site costing $10,000. Two playgrounds were added to the ten previously in operation; one was enlarged by leasing three hundred and eighty-four feet of frontage, and three bathing beaches were operated. More than 150,000 children and adults took advantage of the facilities of the playgrounds for physical activity and recreation. According to the report the children participated in

all games, exercises and other activities with such vigor and enthusiasm as to demonstrate their keen appreciation of the work which the city is doing for them.

Louisville Pupils Turn to Nature. Flower and Vegetable Gardening is Successful Enterprise in Kentucky City.

As a result of the work of the Outdoor Art League of this city, which is affiliated with the American Civic Association, eighteen of Louisville's public schools have cultivated flower and vegetable gardens during the last season. The expense of supplying plants and of furnishing free seeds to pupils unable to buy them was $135.52, of which the school board paid a part and the Commercial Club the balance.

With the assistance of Prof. E. H. Mark, superintendent of schools, the Outdoor Art League's Committee on School Garden Work, Miss Emilie Yunker, chairman, has conducted a yearly campaign among the pupils of the public schools for "Making Louisville Beautiful." Seeds are furnished at a penny a packet, although the actual value of the seeds is twenty-five cents.

Coöperation of parents is enlisted, and to encourage the work there are exhibits of early vegetables raised by the children, and later exhibits of flowers and fall vegetables.

Among the vegetable seeds sold are those of beets, radishes, lettuce, peas, peppers, corn and tomatoes. The flowers include sweet alyssum, nasturtium, phlox, morning glory, asters, corn flowers and pinks.

Object of Billboard Fight.

Henry A. Barker, one of the departmental vice-presidents of the American Civic Association, denied that the association sought to prohibit all outdoor advertising in its campaign against the billboard. Said he:

"Outdoor advertising men, combined as they are throughout the country, are taking an unwise position. They declare themselves to be immune from the operation of any reasonable restrictions and possessed of a right to violate decency without let or hindrance. It is not against property rights or legitimate business, but against the unrestrained and flagrant abuses which are rapidly growing, that the American Civic Association, in Rhode Island and in every state, asks restrictive legislation.

"It merely requests permission that will enable the cities and towns to protect themselves in whatever ways their citizens may consider necessary and reasonable."

In the Seattle Commercial Club's recent discussion of the subject of billboards, Doctor Davidson declared that not only are the boards obnoxious but, he said, the quantities of paste unavoidably scattered on the ground served to attract and keep alive hordes of rats, which are notorious distributors of disease germs.

Public Officers are Active. Wilkes-Barre's Streets Will be Kept Clean by Municipal Department.

As a result of the campaign conducted by various associations interested in the subject of civic beauty, working in conjunction with the American Civic Association, the street department of Wilkes-Barre is taking an active part in the crusade. Its first practical work in the present crusade is to prevent the littering of the streets with paper and rubbish.

There is a municipal ordinance against the sweeping of dirt and paper into the street, and it is the purpose of the street department to arrest a few of the merchants and others responsible for such offenses in the hope of setting a wholesome example.

Minnesota Town is Aggressive. Stillwater's Committee Suggests What Can be Done to Improve Things.

In harmony with the all-America campaign of the American Civic Association for "a more beautiful America," Stillwater has its committee to plan for the improvement of this city. In its report, the committee made these suggestions of general interest, indicating the manner in which the smaller municipalities throughout the country are seeking to improve municipal environment:

Employment of a competent person to supervise the trimming of trees.

Enforcement of the ordinance that public service corporations using the streets shall put them in as good condition as they were found.

Removal of billboards if possible.

The cleaning up of all dumping places within the city's limits and the prohibition of the use of property for such purposes near the residence or business sections.

Employment of persons to keep street lawns along vacant property properly trimmed and in front of property where the owners fail to keep the plots in good condition, and to keep vacant and other lots free from noxious weeds.

Care of waste paper so that it will not be scattered along the streets.

Enlisting of women of the city and the teachers and pupils of the public, parochial and private schools in the work of beautifying the city.

Advisability of offering prizes for the best kept lawns.

The committee acted for the Citizens' Association of Stillwater.

Industrial Notes

THOMAS & CO., CABINET-MAKERS.

Thomas & Company, 110 Exchange Street, this city, are busy on orders. They are becoming well known throughout the New England and Middle States as manufacturers of church pews, altars, sanctuary rails, pulpits, vestment cases, confessionals and other church work. They also turn out general cabinet work, special furniture, store and bank fixtures. Orders now in process include a large number of book cases for the Oakham Public Library, Oakham, Mass.; also seats for a Catholic church in Haverhill, Mass., and an altar for a church in Gilbertville, Mass. They built and recently installed a cabinet file and reading desk for the display of exchanges and other periodicals in the rooms of the Worcester Board of Trade.

A STEP IN ADVANCE.

Becker's Business College, in removing to its new quarters at 98 Front Street, directly opposite the Soldiers' Monument, is taking a step made imperative by the growth of the institution. The new rooms are admirably adapted to school purposes, being spacious, well-lighted, and furnished with all modern improvements. The many graduates of the school who are found in Worcester offices, as well as all intending to pursue commercial studies in the near future, will be interested in looking over the new apartments, which are reached by elevator at 98 Front Street.

A WELCOME ADDITION.

The Spencer Wire Company announces, through its President, Mr. Harry W. Goddard, an important enlargement of their works, through the purchase of the Taunton Steel Company, with all its machinery and special processes for making

high-speed steel drill rods and other high carbon untempered steel wires of every description.

The machinery has been incorporated in the plant of the home company and the Taunton office closed, most of the workmen removing to this city. The change will not involve additional capitalization, nor material additions to the company's plant. The new office building which is going up on Webster Street will be equal to the increased business which the change will involve.

Mr. H. A. Williams, who has devised a valuable method of drawing high-speed steel into wire without annealing, is hereafter to be connected with the Spencer Wire Company; his methods will be used in the manufacture of steel drill rods and kindred material.

NEW OFFICE BUILDING.

E. J. Cross, 82 Foster Street, has been awarded the contract to erect an office building on Webster Street for the Spencer Wire Company. It will be 60 by 42 feet, two stories high, of brick and limestone with a granite entrance. Tar and gravel roof. It will have steam heat, toilet rooms for men and women. The main office will have a heavy cornice. The building will have large mullion windows.

A PROGRESSIVE MANUFACTURER.

Fifteen years ago Mr. A. L. Bemis of Worcester, Mass., foresaw the rise and coming of manual training. As a practical cabinet-maker, he easily recognized the value of a first-class equipment for the profitable employment of skilled labor, and set about to produce a model manual training bench. In his association with the leaders and promotors of the movement, certain ideas began to take form, until today Mr. Bemis has on the market an excellent manual training bench.

A Type of Bemis Bench.

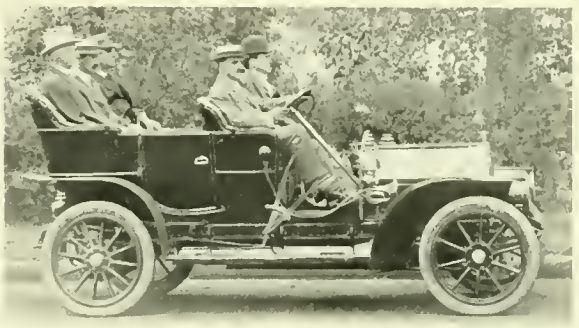
The cut presented herewith is a production of his latest style of Sloyd bench. The vise is of new design, has iron working parts and wood-protected jaws. While not of the rapid-acting type, this vise has a fast-running, double-threaded, noiseless steel screw that makes it equal in speed to any vise in present use. It has no springs, cogs or other small parts to rattle, break or become disordered.

During the last season Mr. Bemis has equipped the following: District of Columbia; Cincinnati, Ohio; Jersey City, Trenton and Nutley, N. J.; Rochester, Rome and Yonkers, N. Y.; Norfolk, Va.; Providence and Westerly, R. I.; Groton and Wellesley, Mass., and many other cities. His last years' shipments exceed all previous records.

The manufacturing plant of A. L. Bemis now consists of a three-story factory building, with storage sheds, drying kilns, and all the machinery necessary for the rapid production of goods. Not only manual training equipment can be procured, but drawing, domestic science and a variety of others can be supplied. A new catalogue describes the entire line in full. This can be had for the asking.—The American School Board Journal.

AUTOMOBILE BUSINESS BOOMING.

Mr. H. J. Murch of Murch & Hidden, Worcester County agents for the Peerless and Cadillac motor cars, has just returned from a business trip to Detroit, Cleveland, Buffalo and other western cities, looking over the new models for 1909. He reports business rushing in most factories, notably the Cadillac Company, who are employing over sixteen hundred hands. With their present facilities they are able to turn out twenty cars per day. The board of directors have voted to appropriate $100,000 for a new building and equipment, to be completed as soon as possible. When this is done they will be able to more than double their present output.



Mr. Murch was especially pleased with the new $1400 Cadillac, and states that the impression some people have of this being a new model of cheaper material, got up to sell at this price, is not correct, but is practically the same car that sold this year for $2000, with a number of improvements, such as increased wheel base, platform springs, drop frame, rear seat wider, provision for magnets.

IN NEW QUARTERS.

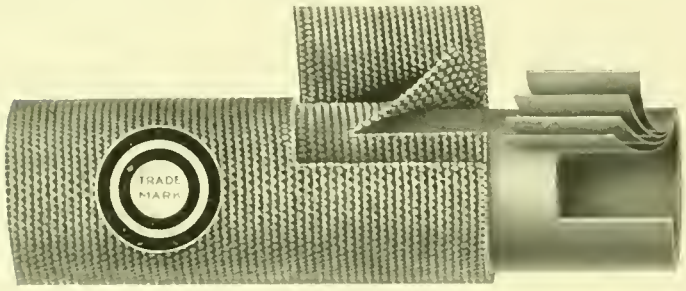
The Standard Manufacturing Co., successors to Southgate Bros., manufacturers of shoe lasts, shoe trees and shoe stretchers, also small wares for the wholesale shoe finding trade, have moved from 34 Foster Street to 186 Union Street, in the building formerly occupied by David Gessner, where they now have two rooms, 120 x 40 feet, and 30 x 20 feet respectively, which together with office room gives them approximately 5800 square feet. Under the efficient management of the present owner, Mr. P. E. Bassett, the business has increased five fold in as many years. It was originally established by Southgate Bros., at 34 Southbridge Street, this city.

FLEXIFOLD DOOR AND SHUTTER COMPANY.

Among numerous orders now being filled by this company, is that for the Y. M. C. A. building at Long Island City, N. Y. This is the building endowed by Mrs. Russell Sage; 3000 square feet of horizontal partitions is required. By the use of these partitions any combination of rooms is obtainable, as any size room may be sub-divided by their use. When required these smaller apartments are again thrown into one large hall, the partitions rolling up out of sight; more than this the several posts are portable and may be removed, thus offering no obstruction whatever. These partitions are in use in a variety of buildings in every State in the Union.

Multiple Hose and Belting—"Made in Worcester."

For some months, the Multiple Woven Hose & Rubber Company, in their factory Nos. 7 and 9 Summer Street, Worcester, have been producing a superior quality of fire hose; also woven belting. An inspection of their plant, with a study of the processes in use, explains the growing popularity of their output and shows why they are able to win out in competition and sell their goods strictly "on merit."



"BI-MOORE" MULTIPLE WOVEN HOSE.

To one interested in loom construction and in the latest triumphs of the textile art, it is well worth while to spend an hour under the personal guidance of Dr. Geo. D. Moore, the manager of this concern and the inventor of its valuable patents. One naturally stops for a moment in the stock room, where are piled up the great coils of belting, showing varying widths from eighteen inches down. These belts will run anywhere and are especially adapted for use in wet places. They do great work in warm, damp atmospheres, such as dye houses, or the heavy, wet drives of a paper mill. They are in use all over the company's factory, driving all sorts of machinery and with perfect results. Some of these drives, as, for instance, the heavy double hose looms, would require the heaviest double leather belting if leather were employed, but they are easily taken care of by the medium weight woven belts.

These successful results are due first to the firm, close texture of the multiple woven fabric itself, and second to the treatment to which the fabric is subjected after it comes from the loom. In service this belting is extremely flexible and clings smoothly and closely to the pulleys. It never loses this flexibility or its clinging quality, the nature of the dressing being such that it never hardens or changes. It penetrates through the fabric from one side to the other, making the product perfectly homogeneous. It cannot wear off or crack, as is the case with belting which depends for its efficiency on mere surface treating.

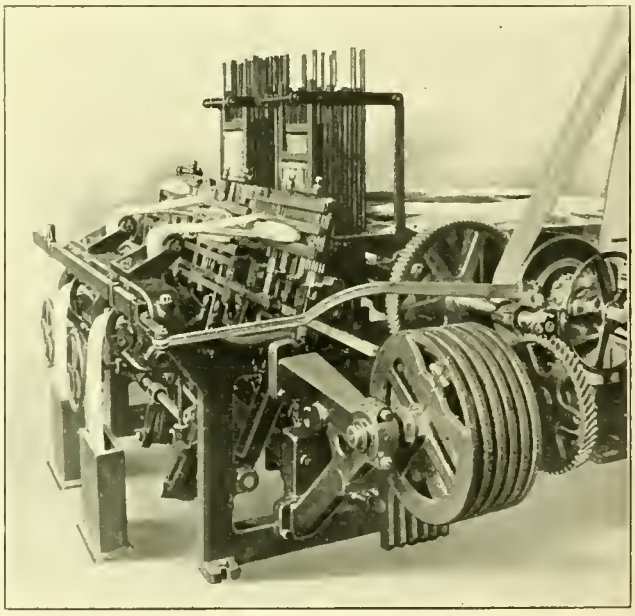
GEORGE D. MOORE.

Some very remarkable tests of this belting have been made at the Mechanical Engineering Laboratory of the Worcester Polytechnic Institute. In comparing the medium weight woven belting with single leather of the average weight, it was found that the *woven article transmitted from 12.35 per cent. to 17.7 per cent. more horse power than the leather belt, while the slip of the woven belt was, on the average, only one-sixth as much as in the case of leather.* Each belt was six inches wide and twenty-five feet long, and the tests were made under precisely the same conditions for both, the load being measured by an Alden absorption dynamometer.

When one stands before the heavy, compact loom on which the double jackets of solid woven hose are being made, he is impressed with its success in combining the features essential to such products and yet seemingly hard to get in combination. To have both jackets woven simultaneously and yet entirely distinct from each other and, at the same time, completely bound together in one solid envelope, while allowing ample elasticity, is indeed a triumph of the art of weaving.

THE "BEST" MULTIPLE WOVEN BELTING.

Three different styles of double hose fabrics can be woven on one and the same loom, first a plain, double jacket fabric, without binders, the two tubes being entirely separate, so that the one may be drawn off the other, if desired. Then there is a second style, in which binder warps are placed at intervals around the circumference, by which means an extremely strong and flexible piece of goods is obtained, and, lastly, these binders may be put in entirely around the circumference of the jackets, making a perfectly solid fabric which, although made up of two jackets, has all the appearance of being composed of but a single one. The tension of the yarns in weaving is extremely high, yet absolutely uniform in all parts of the fabric, so that the goods show very little twist or elongation, while possessing, at the same time, the maximum amount of resistance to bursting pressures.



LOOM FOR WEAVING BOTH HOSE AND BELTING.

The WORCESTER MAGAZINE

Illustrated

THE WORCESTER PROTECTIVE DEPARTMENT

Published by Worcester Board of Trade.
SEPTEMBER, 1908

"SURE SEAL" SYSTEM

THE VACUUM SYSTEM PERFECTED

A wonderful invention, saving 25 to 30 per cent. of your fuel bill—90 per cent. of maintenance cost and 75 per cent. of cost of repairs. WE CAN PROVE IT.

The only system for heating houses and factories requiring no expensive pump installation to maintain a vacuum on the radiating surfaces.

No complicated or expensive apparatus—just a few simple appliances—nothing to get out of order or ever need repairs. Can be attached to any steam system now in use.

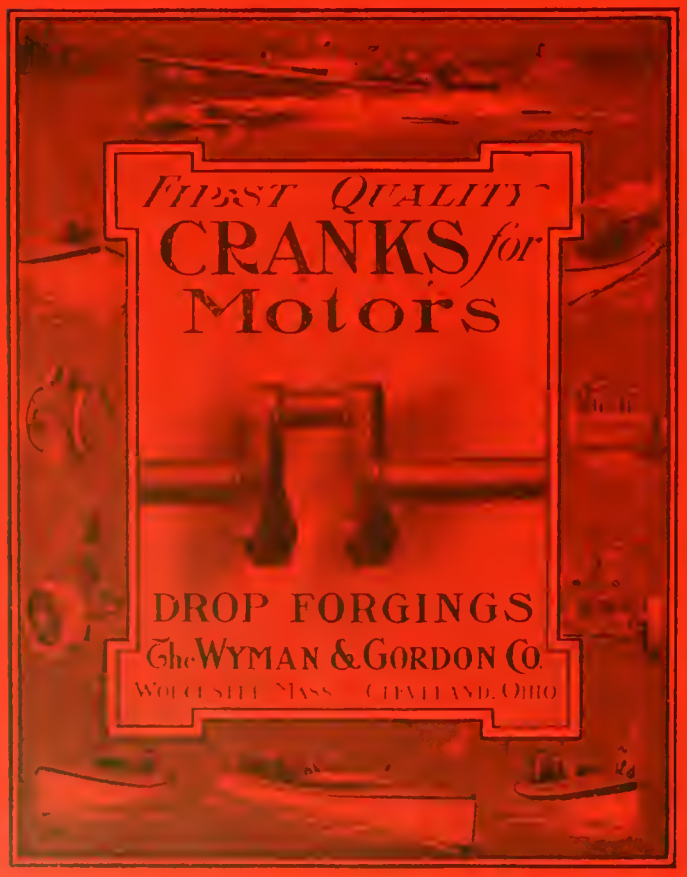
We invite investigation and will show you a revolution in expense, efficiency and simplification of the best steam heating system—the vacuum.

WRITE TO US OR SEE OUR SYSTEM IN FULL OPERATION AT OUR WAREROOMS

CENTRAL SUPPLY COMPANY

SOLE MANUFACTURERS

WORCESTER, MASSACHUSETTS



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Incorporated 1888

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Reliable
Accurate
Quick

The Best Insurance
against burglars and hold-ups is an
H. & R. Revolver

Absolutely safe, yet always ready for business when the trigger is pulled. Can be discharged only by pulling the trigger.

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HARRINGTON & RICHARDSON ARMS COMPANY

DESCRIPTIVE CATALOG ON REQUEST

Worcester, Mass.

PHOTO BY DAVIS & RIGGS

FIRE DEPARTMENT HEADQUARTERS.

ENGRAVED BY CARL ON ENGRAVING C

The WORCESTER MAGAZINE

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CHARLES H. BOSWORTH, BUSINESS AGENT.

Contents

EDITORIAL COMMENT.
A Menace to Every City, 203
A Prolific Cause of Lawlessness, 203
Annual Showing of the B. & M. R. R., 204
What is the Matter with the Farmers? 204
Artists as well as Artisans, 204
Freight Advances, 204
What are the Exact Facts? 204
Veterans who Should Not be Forgotten, 205
EDITORIALS.
Protection and Cure, 205
The New Workshop for the Blind, 205
TIMELY TOPICS.
Worcester's Fire Department—by I. E. Comins, 206
The Fire Insurance Interests of Worcester—by A. C. Munroe, 210
The Glee Club's Vacation Tour, 214
The Location of the Hoar Statue, 215
AUGUST TRADE CONDITIONS, 216
RECORD OF CURRENT EVENTS, 216
The New England Fair, 217
THE SECRETARY'S CORNER, 217
Felix J. Charbonneau, 218
WORCESTER BOARD OF TRADE.
The Magazine's Date of Issue, 219
A Registry of Rentable Space, 219
Worcester's Fire Insurance Agents, 219
Splinters, 219
CIVIC BETTERMENT NOTES, 220
INDUSTRIAL NOTES, 221
THE ADVERTISING MAN'S PAGE, 223
Plan of Exhibits New England Fair, 226

Editorial Comment

A Menace to Every City.

While our city has been peacefully following its daily business routine during the last month, the capital of Illinois has been the scene of mob rule and protracted violence. The immediate cause of the disturbance was the committing of a crime for which the only suspect, who has since proved an alibi, had been promptly jailed. Forthwith there emerged from the multitudes a mass of lawless, unreasoning rioters. The immediate object of their attack was the race for which Abraham Lincoln gave his life, and whose ashes ought to be entrusted to some other city more worthy to guard them. It is impossible to discern any reason why men of black skin should have been singled out for indiscriminating attack, until even negro porters could not safely pass through the city on Pullman trains; to have made a crusade against men with red hair would have been quite as reasonable as against men of black skin. It is a mistake to over-estimate the part which race prejudice had in this outbreak of disorder; it was really an eruption of a volcano of hatred of law, which is slumbering under every American city at the present hour.

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A Prolific Cause of Lawlessness.

The causes of such an outbreak of lawlessness are illuminatingly discussed by the New York Evening Post, in its comments upon the frank utterances of the clergymen of Springfield. It reproduces these statements, and adds its own reflections in the following words:

> The clergymen of Springfield, Ill., in meeting assembled, announce that the riots were the natural result of the lax government of the city. Lawlessness had prevailed; the evil elements being in politics, did about as they saw fit; brothels and saloons flourished. The ignorant foreigners and the evilly disposed negroes together took advantage of the complaisance of the authorities—and the race riots followed, as a matter of course. Two and one-half years ago, in February, 1906, there were precisely similar scenes in another city of the same name—Springfield, O. There were the same killings, the same incendiarism, the same costly ordering out of troops, the same blackening of a town's name. After it was all over there were started quiet investigations as to the reasons. There then appeared precisely the same contributory cause—the rottenness of the government of the town which resulted in the lawless elements coming to believe that they owned the place and might kill and burn and rob as they saw fit. That the negroes who suffered were merely a convenient excuse appeared from the burning of some of the homes of the best-behaved and most prosperous of their race.

It concludes with a question which is being frequently pressed home upon us by events in every part of our country, north, south, east, west; a question which business men must take time to ponder and answer: "When will the American, who prides himself so on his efficiency, administrative ability and shrewdness, realize that bad government is the most wasteful and costly extravagance a nation can indulge in—to say nothing of its immorality?"

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Annual Showing of the Boston & Maine.

The report of the last fiscal year of the Boston & Maine Railroad, recently made public, is an anticipated record of the results of hard times. Evidently there was no disposition on the part of the road's officials to hide any unpleasant features of the situation; it is possible that in view of disappointment over the outcome of the merger controversy, they were not averse to making as alarming a showing as possible. There is no question as to the seriousness of their loss of income through last winter and spring; the public would be interested to know as fully whether the last two months have or have not shown an improvement. The difference of a million and a half dollars between net balance and dividends paid is unsatisfactory; whether it is alarming depends upon how much reserved surplus the road has accumulated in more prosperous years, and what are likely to be such reserves in the future. There is no questioning the difficulties in which this road, like many others, now finds itself, when under such conditions it goes into the market to borrow money to make improvements wherewith to earn more profits. Whether justly or not, there is a growing feeling, especially noted in New Hampshire at present, that if this corporation had expended less energy upon politics it might, in spite of hard times, have had greater success in its legitimate undertakings.

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What is the Matter with the Farmers?

The sudden appointment of a commission by President Roosevelt to find out what is the matter with the farmers of the United States, and kindly inform him before he writes his last message to Congress, is beyond criticism as regards its apparent motive, but seems likely to issue in no practical results. The gentleman to whom the chairmanship was offered promptly declined it, and the public has not yet been informed whether a successor has been found or whether the other members of the committee are also too busy to undertake so broad a task in so limited a time. The President seems to have overlooked the fact that the farmers themselves and some of their friends have been at work on these points of inquiry for several years at least, with the strongest motives for thoroughness and fairly good opportunities of getting at facts and reaching conclusions. There is of course ample opportunity for a body of men with President Roosevelt's backing to enter a field which is already well filled with investigators. It would seem as though enough were already known about the conditions and needs in our country regions to make it possible to advance at once to the doing of something practical to remedy difficulties which have long since passed beyond the need of discovery.

Artists As Well As Artisans.

We are glad to see that, with the growing fame of our city as an industrial centre, we are not losing our reputation for devotion to the aesthetic as well as to the mechanical. The Boston Transcript, in a recent column of art notes, devotes some space to a description of the treasures lately required by our Art Museum, and adds the following appreciation of some things in our midst:

It is entirely appropriate that in a manufacturing city like Worcester the emphasis in an art school should be placed on design and on metal work, bookbinding, weaving and dyeing. They say that the shop provided for the students of metal work under Mr. Hunt's charge in the old Salisbury mansion, now used as the school of the Worcester Art Museum, is the best of its kind in the United States. The house is set in the midst of an old-fashioned flower garden, and students do their painting of flowers and plants in the greenhouses through the winter, a unique feature of the school.

Memorandum for visitors to Worcester: Examine the historical collections of the American Antiquarian Society, taking particular notice of the elegant specimens of Colonial furniture formerly belonging to Governor Hancock, Governor Bowdoin, Governor Leverett and other Colonial governors of Massachusetts. The American Antiquarian Society has also a large collection of medals in gold, silver and bronze, old illuminated manuscripts and books, and a few original pieces of marble sculpture. The society is about to build a new and more commodious library and museum. The architect's plans are now on exhibition.

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Freight Advances.

It is welcome news that the railroads of the country as a whole are to attempt no general advance in freight rates at the present time. The need of more revenue is admitted; the source from which it is to come is decidedly an open question. With the prospects of large crops soon to be moved from the West, there is no need to anticipate idle freight cars rusting on the sidings of any roads. The turning of wheat and corn into cash is sure to stimulate general buying, which in turn will cause increased purchases for merchants' stocks, now admittedly low; and all this means more income from freight traffic without any increase in the price of transportation. In view of the many cheering prophecies of better times from men who are in a position to judge fairly and who have no motive for raising false hopes, it is hard to see how the railroads are to escape their share of the renewed prosperity which all believe is coming, even though the time-tables of its approach are not yet authoritatively issued.

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What Are the Exact Facts?

While the general public is sympathetic toward the railroads, as agencies through whose prosperity or adversity their own fortunes are largely determined, there is a good deal of genuine perplexity over the actual conditions which lie back of some published statements of railroads. In view of the financial methods revealed in such deals as that by which a railroad pirate pillaged and scuttled the Alton road, long-suffering shippers and ticket-buyers may be forgiven a little slowness to weep with some of these mourners, because of scepticism as to the real loss they have sustained. The question of

rates for express companies here in Massachusetts, for instance, is one where more light is needed before assured judgment can be given; witness the divergence in statement of simple fact between the counsel for the American and National Express Companies and former Chairman Jackson of the Railroad Commission, who may fairly be supposed to have good insight into this matter, and who is caring for the interests of the Chamber of Commerce and Merchants' Association of Boston, in their fight against an increase of express charges.

Veterans Who Should Not Be Forgotten.

As we admire the resources and achievements of our paid fire departments, we should not forget the volunteer organizations of several decades ago, who are represented in our midst by the Veteran Firemen's Association, which has its modest headquarters on Exchange Street, over the house where is kept their hand-machine, the connecting link in an orderly evolution between the old hand-bucket and the modern steamer. We felt that this number of the Magazine would not be complete without a specimen of the old type of hand-engine, still ready for use in firemen's musters, if no longer needed for the protection of city blocks. We are glad to include in this view the pictures of three well-known veterans, whose days of service reach back well toward the half-century mark, Mr. Owen McGarrell, Mr. J. B. Lamb and Mr. George Jennison, who are seen standing in front of the apparatus, as shown on page 213. The organization of these veterans has a distinct field in keeping alive the traditions of stirring battles with the fire fiend, fought as bravely as those of to-day, though with far poorer weapons.

Protection and Cure.

In the familiar proverb we are wont to contrast these two things; in every-day life we generally need to couple them together. This is manifestly true concerning the leading topics treated in this number by our contributors, to whom our readers are indebted for valuable information presented in an admirable manner. Fire and water, our faithful and necessary servants, are distressingly bad masters. With our best efforts we cannot always control them. Whatever goes up in flame is an absolute loss to all men; and the only remedy is a sharing of that loss with others by voluntary agreement and in the safest and most equitable manner possible. The relations between a good city fire department and a group of strong fire insurance companies are assumed throughout all the discussion of this matter in these pages; either one, however good, is helpless to meet the full needs of the community without the other. The harmonious and efficient way in which these twin agencies in our city life work together is well brought out in the articles by Mr. Munroe, the veteran in life insurance, and Mr. Comins, who is an expert in all matters pertaining to our fire department.

We have reason to congratulate ourselves upon our fire department and the way in which it has kept Worcester from having any "great fire," a civic distinction of which we are not envious. When the unrestricted character of building construction in large areas of our city is considered, and the large number of old wooden structures within present fire limits is added to the account, it is a remarkable showing that the most costly fire within the last thirty years has been that of the Day Building in 1897, which totalled $250,372. The aggregate fire losses of Worcester for the last five years total less than a million dollars, averaging only $183,000 yearly, or a loss of $1.33 per capita of population; the per capita loss throughout the entire United States being $2.47. Such a showing for our fire fighters of Worcester, when compared with other cities, is highly to the credit of the individual members of the department, as well as to those who have had its oversight and gradual development in charge.

It must not be forgotten that with all advance in measures of protection against fire, there is a constant and at least proportionate growth of risk. The wider uses of electricity and the existence and increasing use of high explosives are a practical handicap for the workers at fires, and a most perplexing element for underwriters. We are confident that the showing made in this number, devoted so largely to Worcester's fire insurance interests, will cast no discredit upon our city as regards the advantages it offers manufacturers and merchants for the security of their possessions.

The New Work-Shop for the Blind.

The problem of how best to help the blind to help themselves is fast becoming one of the most vital questions of the day. Perhaps its most satisfactory solution is suggested by this signally practical utterance of Miss Helen Kellar at Manchester this season, on the occasion of the opening of the Handicraft Shop for the Blind: "The State can teach the blind to work, but their fellow citizens must furnish the market for their products."

We are glad that the first new enterprise of the autumn months, which has been brought to our city through the helpful co-operation of the Board of Trade, is one which thus appeals to the philanthropic rather than the purely commercial aspects of our city life. Without doubt, the products of this new work-shop will be in demand and will meet that demand fairly on their merits. To purchase these products will not be in any sense charity, as one will receive full value for one's money. Combined with such fair exchange, however, there will be a satisfaction in helping to support those in every community who are peculiarly the objects of our sympathy; who are as averse to receiving alms and as eager to earn their way as any in our midst. Although the output of such a shop may seem insignificant in the total of such wares sold in a year's time in our city, it must be remembered that it represents the productiveness of talent that was going to waste, actual contributions to the world's wealth from those liable to become a burden upon some one in the community. It is a great achievement to teach a blind man some means of earning his living; it is but a slight thing for the general public to bestow a small part of their patronage upon such wares when once made, and we trust that those who are establishing this new industry in our midst will be encouraged from the start by practical manifestations of interest in this undertaking.

TIMELY TOPICS

Worcester's Fire Department.

Its Tools, Tasks and Triumphs.

By Irving E. Comins.

IRVING E. COMINS.

THE Fire Department has always been an object of interest and admiration, not only to the small boy and the so-called fire cranks, but to the ordinary citizen. The clanging of the gongs and the rush of the apparatus through the crowded street never fail to arouse a passion for excitement and an interest in the firemen and their work. No other department of the business organization of the city is in so close touch with the people as that which protects them and their property from their most dreaded enemy.

It is not the intent of this article to give a history of the Fire Department, or to present a mass of statistics as to apparatus, houses and men, but to tell, in the order of their occurrence, the things that happen when a fire is discovered, and to explain some of the workings of the department which are not generally known.

The fire alarm apparatus room at headquarters is the brain that first receives notice of a fire in some section of the city, and then sends out the impulses that set the entire body of the Fire Department in rapid and intelligent motion.

Branching from this room to all parts of the city are about 1,250,000 feet of underground wire, and fifty miles of overhead wire, which can be likened to the nerves of the human body. Part of these, like sensory nerves, transmit to the central office the first notice it gets of a fire and its location. There are twelve of these nerves, or circuits, extending to all sections of the city, and each entirely independent of the other.

Scattered along these circuits, at short intervals, are 239 alarm boxes. These are the nerve-tips of the system, and are worthy of a careful explanation, as they are a triumph of mechanical ingenuity, and the result of many years of experimenting. If one opens the outer door of any one of these boxes, he sees simply a small hook, as in the first illustration of the series accompanying this article, where Mr. W. H. McClure, the efficient head of our fire alarm

HOW TO GIVE AN ALARM

Photo by Davis & Riggs.

THE INSIDE OF AN ALARM BOX.

system, stands just ready to ring in a signal. When this hook is pulled down, what happens? If one could look inside the inner door of the box, as in our second illustration, he would see a system of clockwork driving a small notched wheel, the number of notches corresponding to the box number. As each notch passes a spring arrangement, it sends an electric impulse to the alarm apparatus room. Within five seconds eighty horses have left their stalls in a rush for their places at the apparatus; lights have flashed in all the houses, if it is nighttime; 200 men have sprung from their beds and made their way to the waiting engines and hose wagons. Within twenty-five seconds from the simple pulling of this hook in the distant alarm box, seven engines, with their hose companies, six ladder trucks, ten hose companies, three chemical engines and the engineers, have made ready to drive out of the house in a wild rush to save lives and property.

How can this be done so quickly and well? In the fire alarm room is a machine having a magnetic coil for each sensory nerve or circuit. Attached to this magnet is a pencil making a mark upon a moving roll of paper. The instant the hook is pulled in the box and the notched wheel begins to revolve, it sends the impulses to this magnet, the pencil falls and records a mark on the paper roll. As the wheel has as many notches as the number of the box, each revolution marks the number in heavy black dashes on the paper roll. Four times the wheel revolves, so that the record will be sure, and then stops.

We now have the notice of a fire recorded at headquarters. How does it go to all the engine houses, outside bells and whistles? The other part of the many miles of wire is divided into three systems, which may be likened to the motor nerves in the human body. One series of circuits goes to the outside bells and whistles and to a large gong in each house, and is directly connected with the door of each horse's stall. This system is called the slow-time circuit.

The second series goes to all the houses and is connected with a small gong and a recording tape in each house, and because it strikes the blows much faster is called the fast-time circuit.

The third series consists of telephone circuits, so that there are three separate means of communicating alarms to the houses, and breaks in any two would still leave the third ready for use. In the apparatus room an operator is on duty day and night. Click goes the magnet and the paper tape starts moving. Click, click, click taps the magnet as the pencil re-

Photo by Davis & Riggs. W. H. McCLURE AND THE HEADQUARTERS OPERATING ROOM.

cords the number of the box, and at the very first sound the operator presses a button and a blow is struck on the slow-time system, that is, upon all the outside bells and whistles, and every horse in the department rushes to the harness as the stall doors open. This is called the warning blow. As soon as the number of the box is fully recorded, the operator throws a switch connecting the box circuit with a machine which sends out the number on the fast-time circuit three times to all the small gongs and tapes in the engine houses. This gives the firemen the location of the fire. Those assigned to answer that particular number immediately start for the scene of action. Meanwhile the operator has been working on a small and intricate machine seen in the centre of the view on page 207, that cost the city $4000. He has set up the number of the box on this machine and, as the last blow is sounded on the fast circuits, he starts the wheels and the number of the box is struck twice on the bells and whistles. This is the only alarm heard by the public. The reader has probably noticed the single blow on the whistles and then, after a wait of a minute or less, heard the number given. During this wait the firemen have learned the location and started for the blaze. Later, if the fire is a serious one, and more apparatus is needed, the chief or one of the engineers goes to a box and by an ordinary telegraph key sends in a signal, which the operator sends out to the engine houses only, for a second, third, or general alarm, as the occasion demands.

This system is strictly up to date, and has been so thoroughly installed by Superintendent McClure and his assistants that a mixed alarm is unknown. In all these miles of wire and thousands of connections, liable to loosen and go wrong, the splendid working of this system is a tribute to the faithfulness of these public servants that is little known and little appreciated.

But some one will ask, "How do the firemen dress and get out of the house in less than twenty-five seconds?" In the first place, all the stalls face the back of the apparatus, and the front of the stalls consists of two doors that swing open on the sounding of the warning blow. At the apparatus the harnesses are all connected and hung so that the horses rush under them as they step to their places. The men pull down the harnesses, which may be seen in any engine house, suspended by balanced weights, and fasten the collars, surcingles and reins, which are fitted with snap-hooks, while the driver mounts the seat. At the last inspection two companies made the hitch and were ready to drive out in nine seconds. The horses soon learn their duty and eagerly run to their places. One of the horses upon Engine 1 is totally blind, yet he never fails to reach his harness as soon as his mates.

At night each man has his trousers dropped down on his rubber boots and places them beside the bed. At the flash of the lights and stroke of the gong he jumps into his boots, pulls up his trousers, snaps his belt, and rushes to a pole and, holding this to break his fall, drops to the floor below. His remaining equipment is on the wagon, and by the time it is out of the door he is donning his rubber coat and hat, and is ready for a battle with the flames that may overcome him with smoke, or send him to the hospital seriously or fatally injured by falling walls or exploding gases.

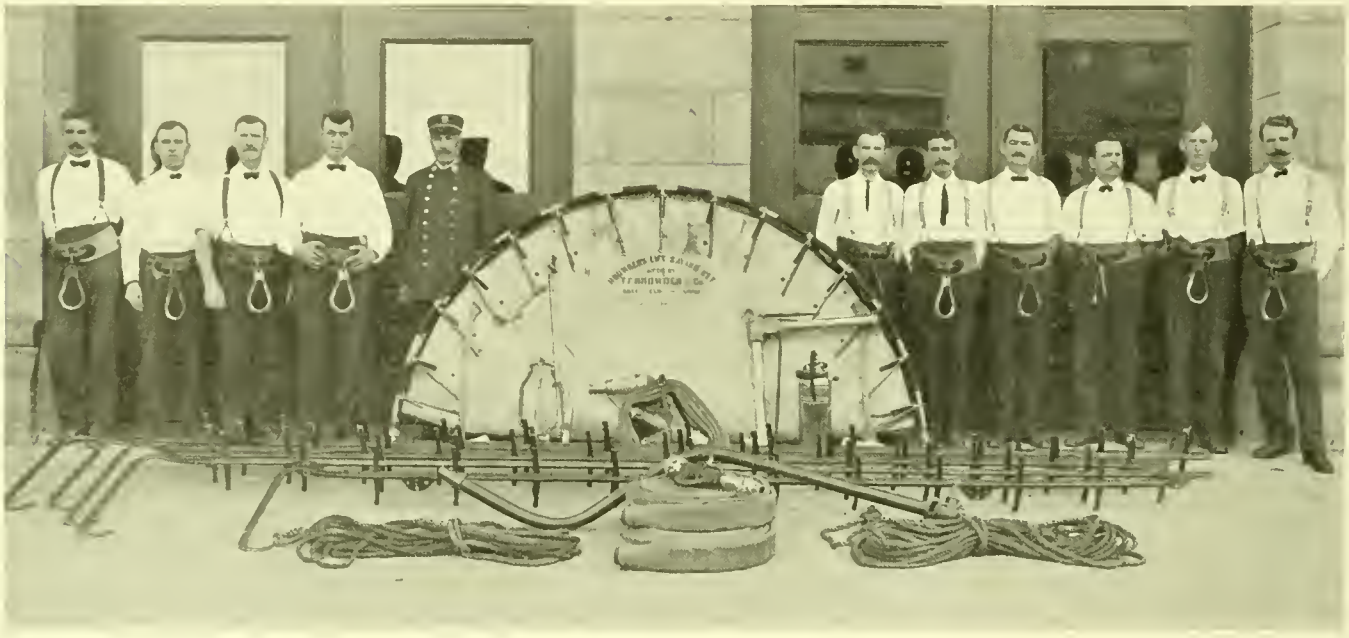

Photo by Davis & Riggs. A DRILL SQUAD.

The limits of this paper are much too short to tell the many interesting details of the work of the department in charge of Chief George S. Coleman and his engineers, Deputy Chief W. N. Avery and Assistant Chiefs E. L. James and W. B. Spooner. Their constant aim is to do all in their power to bring the department to the highest possible state of efficiency.

One of the many improvements adopted deserves special description, for it involves the work of every man in the department. Up to 1907 there was no way in which a member could have any definite training except in actual duty at fires and in what he could pick up by himself. Realizing this, Chief Coleman

Photo by Davis & Riggs.
PLACING A SCALING LADDER.

arranged with the Commissioner of the New York Fire Department to have Deputy Chief Avery attend a four weeks' course in the New York drill school, in order to learn their system and establish a similar school here. Every advantage was given him, Chief Croker of the New York department providing quarters in one of the down-town houses and the opportunity to study any branch of the service he wished. All of this was done as a courtesy to the Worcester department, and at no expense to this city. Upon his return, a drill school was established here along the same lines as in New York, and every man was required to take the course. This year every man is going through a modified course, and a record is kept of his efficiency.

This drill includes the proper way to tie all kinds of rope knots liable to be used at fires, the coupling and uncoupling of hose, in which the men are timed; the coupling and management of a deluge set, which is an arrangement by which four lines of hose are connected into one; the proper manner of carrying hose up ladders or fire escapes, and the fastening of it; the hoisting of hose to the roof, and other technical details which need not be mentioned here. Then comes the ordinary ladder drill, which includes the quick and easy way of raising; the moving from window to window while raised; the raising of extension ladders in alleys or narrow places; the method of locking the feet on a ladder so as to have both hands free, and the hoisting of ladders to the roof with a rope, and the carrying of persons down the ladders (page 211).

The most interesting part of the drill is the Pompier, or scaling ladder work. This ladder consists of a single pole, fifteen feet long, with rungs on each side and a long steel hook on the end, as may be seen in the illustrations on this page. In this drill each man wears a heavy canvas belt, with a large snap-hook attached, which he snaps on the ladder and thereby has both arms free, as in the second picture on this page, without possible danger of falling. With one of these ladders a man can easily go from floor to floor, and to the roof of a six or seven story building. All the different ways of handling these ladders are taught, as well as the sliding down ropes from the roof to the ground, and the taking of people down the ladders and lowering them by ropes. This drill is very interesting to watch and may be seen almost any pleasant day in the yard at headquarters. In the large cities many lives have been saved by the use of scaling ladders, which are liable at any time to play an important part in rescue work even here in Worcester. One of their chief values consists in accustoming the men to work in high places without fear. With this nervousness removed, and with a knowledge of what to do and how to do it, they can work quickly and intelligently in any emergency. Many a fireman whose knees

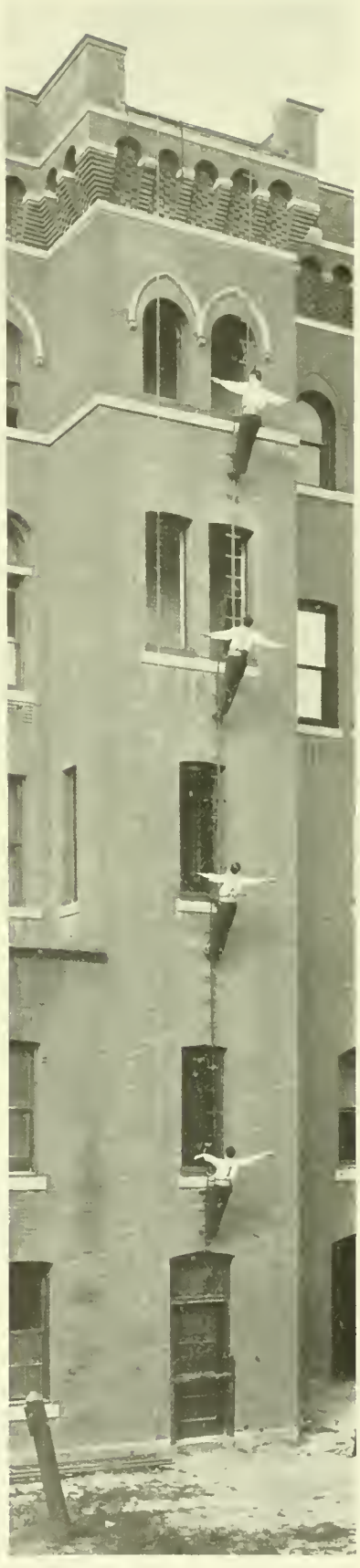

Photo by Davis & Riggs.
SCALING LADDERS IN USE.

would tremble and whose strength would fail on the roof of a six-story building before taking this drill loses all terror, and is as self-possessed in sliding down a rope or dropping several stories into a life-net as if the building were but a ten-foot shed. Deputy Chief Avery has established and carried out a system of drill and education that compares well with those of larger places, and the results are of the greatest value to our own city.

Our firemen have reason to be proud of their calling. The soldier risks his life to save and protect his country. Like the soldier, the fireman risks his life to save property and his fellow men, but unlike the soldier, he does not do it by the shedding of human blood. His foe is relentless and knows no quarter, and because it is so and because of the honor in the fight, the fireman strives to make himself master of all the means that skill and science can command to make his work a success. Surely, he is worthy of all sympathy, esteem and honor from all members of the community.

The Fire Insurance Interests of Worcester.

A Retrospect.

By A. C. Munroe.

INSURANCE lies at the foundation of all business, manufacturing and commercial life; it is a trite saying that "a business not worth insuring is not worth doing." However large the capital, or apparent certainty of success, the credit essential to the carrying on of enterprises of moment can only be secured by exhibiting a good line of insurance in reputable companies.

In former times the number of companies doing a fire insurance business was limited; the risk always great, and, down to the present day, far from being understood, was so large, there seemed no special inducement to invest money in so hazardous undertakings.

The first fire insurance company in Worcester was the Worcester Mutual Fire Insurance Company,

Photo by Davis & Riggs. THE LEAP INTO THE LIFE-NET.

organized in 1823. The Merchants & Farmers' Mutual followed in 1846, the People's Fire Insurance Company in 1847, the Worcester Manufacturers' Mutual in 1855, the Bay State in 1860, the Central Mutual in 1870, the First National in 1868, and the Patrons' Mutual in 1887.

A. C. MUNROE.

Of these but three remain, the People's and the Bay State having retired in 1873, in consequence of losses in the conflagrations of 1871 and 1872 in Chicago and Boston. The Bay State and People's paid all losses in full, and returned large proportions of the value of stock to the share-holders. The Patrons' went through a receivership in 1895, and is now doing business as the Salisbury & Amesbury Mutual. The First National Fire Insurance Company introduced to the fire insurance business Wm. H. Dexter, Hon. C. B. Pratt, Geo. P. Field, George E. Kendall, R. J. Tatman, Geo. A. and Charles Park. After paying its losses of 1871-1872 in a manly fashion, the company, after making a struggle for existence, was eventually forced to retire, which it did, reinsuring its risks in the National Insurance Company of Hartford in 1895. R. J. Tatman, secretary, and Geo. A. Park, assistant secretary of the company, formed a partnership under the name of Tatman & Park in 1884, which continues to the present day, under the direction of Mr. Park, Mr. Tatman having deceased in 1905.

The Central Mutual ceased doing business in 1878, with suits pending against their policy-holders for unpaid assessments—they evidently overlooking the fact that the chief reliance of mutual companies consists in the ability they possess, by law, to levy assessments upon their policy-holders when exigencies arise that to them seem to make it necessary, and that policy-holders whose policies have expired are liable to assessment for losses that occur at any time during the term of an expired policy. That these companies did not succeed was not due to the fact that their officers were Worcester men. They were merely numerals in the great number of insurance companies that deceased about that time, Mr. U. C. Crosby, the secretary of the Bay State, being the successful manager for the United States for the Royal Exchange Assurance Company of England, and Mr. E. G. Richards, also a Worcester man, the United States manager for the North British & Mercantile Insurance Company of England.

These untoward results have no doubt deterred investors from further ventures at money-making in the way of organizing fire insurance companies in Worcester.

This experience, however, was not an isolated one. The city of Hartford, Conn., during the same time established the Atlas, Charter Oak, City, North American and Putnam Fire Insurance Companies, all of which failed and retired from business. Hartford at the present time has five fire insurance companies, whose stockholders put their hands in their pockets and paid into the treasury of these companies millions of dollars to replace the immense losses in Chicago, Boston and San Francisco, and stand to-day among the strong companies of the country, having "from the nettle, danger, plucked the flower, safety." Is not this a hint for Worcester?

In the olden days the business of fire insurance was transacted in the same manner as banking, the companies doing business over their own counters, and in the case of companies outside of Worcester wishing to do business here, they sought out leading citizens of probity and assured standing to represent them, and persons desiring protection inquired for it of the agents at their offices. There has never been, and never will be, a better way than this, where parties meet face to face, though much business is now done through intermediaries styled "brokers."

To transact correctly the fire insurance business or profession requires quite a bit of legal knowledge, coupled with good judgment and experience.

The writer ventures to say that it was not until after many years' experience in fire insurance that he felt competent to advise in unusual cases, and that after thirty years he feels that there is something yet to be learned.

Much annoyance, inconvenience and actual loss have been at times occasioned by dealing with well meaning but inexperienced third parties, through their lack of knowledge and experience.

In the Early Days.

Prominent among the fire underwriters forty years ago was A. H. Bullock, a lawyer in good standing, who was also an agent for a number of fire insurance companies, and who, on becoming Governor of Massachusetts in 1866, presented his fire insurance business as a gift to John D. Washburn, a young man reading law in his office.

Mr. Washburn took into partnership Samuel C. Willis, Richard W. Greene and H. Ward Bates, the latter two gentlemen continuing the agency at the present time as Greene & Bates.

Mr. S. A. Howland was among the pioneers in fire insurance in Worcester, representing the Quincy and other mutual companies. Mr. S. H. Colton, a Quaker, treasurer of the People's Insurance Company, was also, in company with Augustus N. Currier, the Secretary of the People's, carrying on an agency fire insurance business for some years. Mr. Currier was a man much liked, prominent alike in the social, religious and business life of Worcester, being also for some years the New England manager for the Lancashire, a large English company. The agency he established after the collapse of the People's was shared by W. E. Lincoln, a hustling agent of Warren, Mass., and is now absorbed by the firm of Crowell, Tylee, McPherson & Estabrook.

RESCUE DRILL.

Col. E. B. Stoddard was among the earlier insurance men of Worcester, being Secretary of the Merchants & Farmers' Mutual Fire Insurance Company, and, upon the death of the Hon. Isaac Davis, the President in his stead. He was also Mayor of the city in 1882, and for the two years preceding his death President of the Worcester Protective Department, which was incorporated largely through his efforts. Mr. Peter Rice was thirty-five years ago agent for the Fitchburg Mutual Fire Insurance Company, being succeeded by his son.

Mr. John F. Crowell, leaving the office of A. C. Munroe in 1875, is now at the head of the firm of Crowell, Tylee, McPherson & Estabrook. Herbert F. Blood spent five years in the same office, and is now special agent for New England for the Spring Garden Insurance Company of Philadelphia. William F. Ingraham, after ten years' experience with Mr. Munroe, in April, 1900, entered the service of the Phoenix Insurance Company of England as special agent.

CHARLES E. GRANT,
Treasurer of Protective Department.

Charles E. Grant came to Worcester in 1875, and is at the present time agent for many mutual and stock fire insurance companies, the larger number of which he secured by purchase of the business acquired by E. E. Longley, who was at one time prominent in Worcester Masonic and other circles, but of whom it will suffice to say that at present he is supposed to be somewhere on the Pacific coast.

Edwin Eldred was among the earlier insurance workers of Worcester, being joined by his son, Lucius; the firm of Edwin Eldred & Son prospered as agents for a number of companies; they acquired a competence. On the death of father and son, their business was purchased by Charles E. Grant, who joined it with his own agency business.

William S. Davis, president of the Bay State Fire Insurance Company, and after its failure vice-president of the Insurance Company of North America, Philadelphia, was a prominent Worcester underwriter, as was William S. Denny, who afterward was president of the Shawmut Insurance Company, Boston, and is at present the official rate-maker for a large part of the state of Maine.

Roger F. Upham, secretary and treasurer of the Worcester Mutual Fire Insurance Company, was in youth a clerk for the People's Insurance Company. He has been President for some years of the Mutual Fire Companies' Association.

During the past forty years many others have come and gone in the insurance business in Worcester, among whom may be named Gen. Geo. A. Washburn. Attaining the rank of Brevet Brigadier-general in the Civil War, he came here and purchased the insurance agency of Joseph B. Knox. Mr. Knox was also a Civil War veteran, and after serving the city as City Marshal for a time, established, in 1866, "The Worcester County Insurance Agency." Mr. F. P. Kendall, assistant secretary of Worcester Mutual Fire Insurance Company, began his service as a clerk in the People's Insurance Company.

Nicholas J. Mooney began his fire insurance business in 1892. He is now manager for Worcester and vicinity for the Germania Insurance Company of New York, and agent for other companies.

Daniel F. Rourke has written many policies for the Firemen's Fund Insurance Company of San Francisco, of which company he is now agent.

Mr. L. C. Parks, Mr. E. G. Field, Mr. George Pritchard, Mr. Dana K. Fitch and Dr. B. F. Clough are other names which will occur as sharers in this business in our city.

Simply as a matter of history it may be said that, entering the fire insurance business in Worcester in January, 1873, the writer is "still doing business at the old stand," also in other cities, being joined in 1903 by Mr. Edward P. Ingraham, who was for fourteen years secretary of the Worcester Board of Underwriters, and stamping officer for the New England Insurance Exchange.

Worcester Board of Underwriters.

In any review of the fire insurance interests of our city special attention should be given to the Worcester Board of Underwriters, which plays so large and important a part in the present conduct of fire insurance. This organization was founded in 1873, John D. Washburn being president, E. G. Richards secretary, and A. C. Munroe treasurer. After four years the organization dissolved, and until 1883 fire insurance matters were so managed, or rather mismanaged, that the result was that the insurance companies were not getting enough money to pay losses, and no man could be sure that his competitors were not getting the better of him as to price paid for insurance, without regard to the nature of the risk. Companies had used their best efforts to stay widespread demoralization, but each one distrusted the other, and there was no organized effort against disaster. At this stage a few men got together in a social way in Boston and found they could agree at what rate they would not write paper mills, at that time a very hazardous class; and, finding they could agree upon one class, said, "Why not on others?" From this beginning sprung the New England Insurance Exchange, composed not of insurance companies, but of men interested in correct practices in underwriting, in the establishment of a reasonable foundation for

forming equitable rates, and in the reduction of the fire hazard by suggestion of suitable improvements, whereby the owners of property should have credit and proper reduction in rates therefor. This was in December, 1882. Early in January, 1883, the Boston Board of Underwriters was formed on the same general lines, followed in April, 1883, by the forming of the Worcester Board of Underwriters. The New England Insurance Exchange complimented the work accomplished, and adopted the constitution and by-laws of the Worcester board as a "model for the formation of boards throughout New England."

John D. Washburn was elected President of the board, and E. G. Richards (now United States manager of the North British & Mercantile Insurance Company of England) Secretary. Mr. Charles S. Park has held the office of Secretary and Treasurer since January, 1903, succeeding Edward P. Ingraham, who held the office 1889-1903.

Worcester Protective Department.

The fire insurance agents of Worcester have from the very beginning been prompt to seek out ways and means to aid in reducing the fire waste by modern means of extinguishing fire, as well as working together in harmony in the Board of Underwriters, in the correcting of wrong practices, and the adoption of equitable rules, and the reduction of rates to meet improved conditions in risks, fire insurance companies preferring to insure at lower rates well prepared risks, rather than obtain higher rates on more hazardous property.

Soon after the establishment of the then modern mode of getting quickly to a fire with hand extinguishers, rubber blankets for covering goods as a protection from damage by water, the carrying of axes, ladders, and other devices, sometimes called the "Fire Patrol," at other times the "Protective Department," —the Worcester insurance agents, under the lead of Col. E. B. Stoddard, applied to the Legislature in 1875 for an act authorizing the establishment of the "Worcester Protective Department." Fortunately Hon. John D. Washburn was at that time a representative from Ward 8, and he was influential in securing the passage of the law establishing the department.

GEORGE E. PARK,
Sec. of Protective Department.

Although Worcester at that time had an effective department, the working of the new Fire Patrol put fresh life into efforts for the prompt extinguishment of fires. The "quick hitch," introduced by the Patrol, was copied by the Fire Department, and from that time to the present there has been a friendly rivalry as to who shall first arrive at a fire.

If the Patrol can cover goods before water is put in the building, as they do in many cases, much loss is avoided; the boys never stop to inquire whether parties are insured or not, and in many cases parties saved from loss by the Patrol had no insurance upon their property.

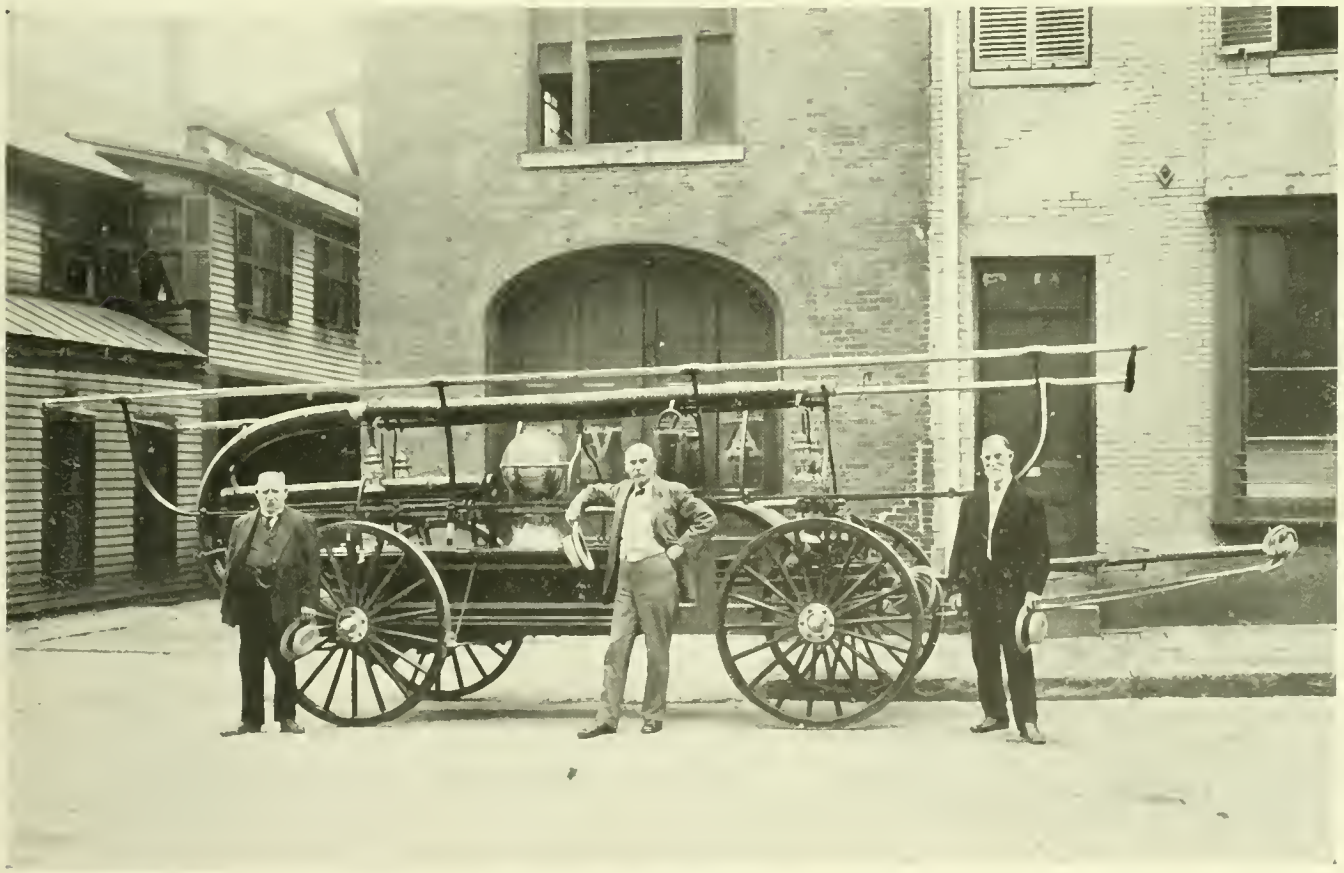

Photo by Davis & Riggs. VETERANS OF FORTY YEARS AGO WHO "RAN WITH THE MACHINE."

Insurance companies are not now favoring the establishment of this style of protection at their expense, viewing the scheme to be as much one to be sustained by cities as fire departments. The city of Worcester pays a portion of the expense of sustaining the Protective Department, though by far the largest portion of the cost is borne by the fire insurance companies doing bitsiness here.

Hon. C. B. Pratt was the first President of the "Worcester Protective Department," being in office from 1875 until his death in 1898. He was succeeded by Hon. E. B. Stoddard, and at his death in 1903 Mr. A. C. Munroe, the present incumbent, was elected. Mr. George E. Kendall was elected Secretary at the organization in 1875. Hiram R. Williamson has been the very efficient Superintendent of the Patrol since December, 1875. The original directors, at the incorporation of the Worcester Protective Department in 1875, were: Charles B. Pratt, John D. Washburn, A. N. Currier, E. B. Stoddard, and A. C. Munroe, of whom the last named is the only survivor.

Mr. Charles E. Grant was elected Treasurer in 1886, and has continued for twenty-two years to handle the large amount of funds coming into his hands with eminent fidelity and skill.

Mr. George A. Park, the present Secretary, has filled the office with acceptance since June, 1893.

The Worcester Protective Department acts as an auxiliary to the Fire Department, and while working at a fire is subject to the orders of the chief.

The fire alarm bells strike five blows each day at five minutes past twelve o'clock, when all citizens compare, and no doubt set their clocks and watches, and the horses at all the engine-houses trained for the purpose rush to their stations for a quick hitch, and many persons go to see the exhibition.

The hold which a well-managed fire department like our own has upon the public is marked, and in the case of the Fire Patrol is very evident. Life as well as property has been saved through their efforts.

The Glee Club's Vacation Tour.

Our readers will be interested in a brief retrospect of some experiences of our Glee Club during their recent tour in Nova Scotia, and through the courtesy of Mr. T. B. Hamilton we quote the following extracts from the full story of the Club's doings during two delightful weeks:

THE "PRINCE RUPERT."

"OX-MOBILE."

Arriving early on Monday, Aug. 3, in Yarmouth, the train was taken, via the Halifax & Southwestern Railroad, for the historic town of Shelburne. This lovely old town lies on one of the most beautiful and spacious harbors in the world. Through the kindness of Commodore Magee of the Shelburne Yacht Club, the boys enjoyed a sail or row on the harbor, as pleased them best.

A large and enthusiastic audience greeted the Club at its first concert, which was given in the hall of the Yacht Club. After the concert, the Club was entertained by the Shelburne Glee Club, of which Mayor John Hood is President. Refreshments were followed by dancing, and the fair young women of Shelburne so won the hearts of those of us who are single, and no less the admiration of our married members, that it was with real regret that the Club sang "How Can I Bear to Leave Thee!" as the train left the platform next day.

What pleasant memories we all have of Halifax! Of the two days and a half in the Citadel Town; of hours of continuous entertainment; of strangers who became never-to-be-forgotten friends; of the unparalleled hospitality of the City Club; of the generous proprietor of the King Edward; of the whole-souled welcome received at the hands of the Royal Nova Scotia Yacht Squadron, and our trip up the Northwest Arm to the Waegwoltic Club; of the limitless capacity of the city to entertain, and the ingenuity of Messrs. Merlin, Medcalf, Bell and Wilson as hosts,—of all these, and more, volumes might be written.

We felt like the boy at the three-ring circus, "Give us one ring only, and make the performance three times as long."

In the midst of this carnival we gave two concerts at the Academy of Music on Friday and Saturday nights. On Sunday evening Dr. Harpin sang at the Spring Garden Road Baptist Church, W. I. Brown sang at St. Paul's Episcopal Church, and a quartette consisting of Messrs. Knowles, Hamilton, Robinson and Snow sang at St. Andrew's Presbyterian Church, Mr. Robinson also singing a solo.

From Wolfville we took the train for Digby, where, after a hasty lunch, we embarked on the steamer "Prince Rupert" for St. John. On the dock we were peremptorily ordered to halt by one Paul Yates of Pittsburg, Pa., and Digby, N. S. By profession Mr. Yates is a photographer; by vote of the Club, he is "the best ever."

From the vantage point of the top of a freight-car Mr. Yates photographed the members just before going on board.

The pictures were excellent. Arriving in St. John at 5 p.m., after a foggy trip, we sang at the Opera House to a house that made up in interest what it lacked in numbers. Returning next morning to Digby the Club, under the guidance of Dr. Harpin, chartered an "oxmobile," in which they did the town, to the amusement of the many American tourists at the hotels.

Just before the concert the full Club, in evening dress, was photographed by Mr. Yates. By courtesy of this same gentleman we enjoyed a sail over the famous Digby Basin to Bear River. The concert was a great success—standing room only—the majority of the audience being tourists.

Conductor Clark of the "Flying Blue Nose" put on a special car for the Club, and "in state" we journeyed to Yarmouth and our final concert.

It is but truthful to say that while we were at Yarmouth we forgot Halifax. For the concert the house was completely sold. Yarmouth is very musical, and we realized that nothing short of our best would do. Notwithstanding a piano that was simply bad, our effort to please stretched the programme through encores from twelve numbers to twenty-seven. Members of the Club were entertained after the concert at the home of Stipendiary Magistrate Pelton.

On Saturday evening, our concert labors over, the entire Club were taken all over the town and its lovely suburb of Milton, where we visited several estates of great beauty. It is doubtful if any member had ever seen anything to equal the estate of Mr. Caie. The terraced lawn, the bank upon bank of flowers in bloom, the neatly trimmed hedges made a picture not soon forgotten.

The carriages for this delightful ride were sent to the hotel with guides by Mr. E. R. Spinney, one of Yarmouth's leading merchants. Mr. Spinney is now an honorary member of the Glee Club.

Not the least pleasant memory of Yarmouth is the Grand Hotel and its kind host, Mr. Ellis. On leaving the hotel we gave Mr. Ellis three cheers, when, looking up, we saw a huge flag (the one we love) break out at the top of the cupola.

It seemed that one half the town was at the wharf to bid us farewell. As the steamer (this time the "Prince Arthur") was delayed in starting, the Club gave several selections from the after deck.

We liked Nova Scotia! Nova Scotia liked us well enough to ask us to come again—and we're going.

The Location of the Hoar Statue.

The Opinion of an Expert.

In the Boston Transcript of Aug. 19, in the department of fine arts, there appears a discussion of the location and characteristics of the Hoar statue which will be of interest to Worcester readers. It comes from the pen of Mr. W. H. Downes, the art editor of the Transcript, who will be recognized as an able and impartial judge of the matters which he discusses.

The portrait statue of Senator George F. Hoar by Daniel C. French in Worcester was located at the north side of the City Hall, facing Main Street, as the result of a compromise between differing judgments as to the best site, and we cannot say that the compromise resulted in a happy choice of site. The place is a street corner, conspicuous because it is one of the busiest corners in the city—and there is that much advantage in the site—but the trouble is that the monument occupies no axial position, and therefore it loses the dignity, importance, symmetry which such a place would lend it. We must

THE HOAR STATUE.

insist upon the importance of this point with respect to all public monuments, at the risk of being tedious; a site upon an axis, whether that be of a street or streets, or simply a path or drive, is of the utmost value and desirability, because of the appeal that it makes to the sense of order, balance and centrality. The soldiers' monument on the Common in Worcester is at or near another street corner, which has the same sort of drawbacks. Most of the public monuments in all American cities have an appearance of having been placed casually. An example is the Channing Monument in Boston. Now the Devens equestrian statue in Worcester is well placed; it is on the axis of the entrance to the court house, and looks important and monumental. The same may be said of the equestrian statue of Washington in Boston; this site is really an ideal one for a monument, and very much of the effectiveness of the statue is due to its position. These questions of site ought to be determined by architects, who are trained to estimate at their true value the considerations of proportions, balance and environment.

The Hoar monument consists of a seated portrait statue in bronze, heroic scale, upon a polished red granite pedestal, with an exedra of the same material. The scale, for some reason, has an appearance of being slightly smaller than life-size, viewed from a distance of twenty or thirty feet, and this may be owing to the contrast of the statue with the bulk of the City Hall. Whatever the cause, it is unfortunate to have a statue look smaller than it was intended to look. Everything about the Hoar monument is on a rather large scale: The City Hall is big, the street in front is wide, and there is considerable space of sidewalk and open ground all about. It cannot be said that the statue looks exactly insignificant, but it certainly does not have a commanding aspect.

The impression made by the statue is familiar, intimate, rather than noble and monumental in its general outlines and masses. It is a likeness, unquestionably. The head has Senator Hoar's remembered aspect of urbanity, serenity and benevolence. The pose is easy and natural rather than dignified. The right arm rests with some weight upon the arm of the chair, and the body is slightly inclined to that side, so that the head does not come in line with the centre of the chair-back. While this attitude contributes to the feeling of natural life-likeness in the figure, it loses correspondingly in respect of balance and stability. The right hand holds a newspaper; the left hand lies along the chair-arm. The costume is unflinchingly realistic, even to the make of the boots. The chair is a carved arm-chair of no very striking style, a prominent feature being the spiral pattern of the posts. The rear view is frankly uninteresting. The salient merits of the figure are those of individual portraiture; the expression of the mouth and eyes is all that could be desired in a portrait.

The granite pedestal and exedra are well proportioned and satisfactory. On the front of the pedestal raised bronze letters tell the story of Senator Hoar's life in brief, sententious terms, from his birth to his death. On the south side of the pedestal a bronze tablet presents an eloquent and optimistic passage from one of his public addresses, which is characterized by his best diction and sets forth his ardent patriotism, his lofty faith in God, and his sturdy belief in the future of America and his fellow men. A corresponding tablet on the north side of the pedestal relates the circumstances attending the raising of this monument by the subscriptions of 30,000 of his constituents in the city of Worcester.

It is, all told, an interesting monument, but not a great one. It does not soar into the realm of heroic history; it does not fire the heart with reawakened memories of a great period or of notable deeds; it may compel admiration, respect, esteem, but it will not arouse enthusiasm. It wants the lyrical quality of a noble monument; it is uninspired. We feel that Senator Hoar, in virtue of his long life of disinterested public service, his high standards of probity and honor, his scholarly acquirements, his unswerving Americanism, deserved a greater monument than this—one inspired by a more exalted sentiment of what he stood for in the councils of the nation—the personal attributes of the Grand Old Man, the worthy representative of a proud Commonwealth, and the type of so much that is best and noblest in American life.

August Trade Conditions

Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

Retail merchants have experienced a quiet trade throughout the month, but look for renewed activity after the vacation period is over.

Industrial activities continue to expand on a conservative basis that promises permanency. There has been a material increase in the working forces in the wire industry, manufacturers in that line expressing much more confidence in the outlook.

There is a little improvement reported by manufacturers of light iron-working machinery, and on heavy iron-working machinery there are a few more inquiries, but very few sales are reported and that line continues particularly dull. The textile industry shows no radical change for the better, and in this line there is still much idle machinery.

There has been an improving demand for footwear, particularly from Western wholesalers, urging quick shipments, indicating that the stocks on hand are low.

Corset manufacturers are receiving good advance Western orders and anticipate a good fall business.

Failures for the month have been few and unimportant. Payments continue to be slow and irregular. Worcester clearings for the month of July totalled $6,721,253, compared with July, 1907, of $7,513,254, or a decrease of 10.5%.

Record of Current Events

Owing to the earlier date of publication, this record closes with Aug. 25.

City Happenings.

1. The children of Worcester and Worcester County under fourteen years of age receive $50 in prizes for exhibits of flowers and vegetables in Horticultural Hall.

2. The Finnish-Swedish Temperance Federation of America at its closing session votes to hold next annual meeting in Seattle.

3. The Woods Woman's Shop of Worcester granted a charter of incorporation, George A. Coburn president, William J. Woods vice-president.

Papers filed for the incorporation of the W. A. Silvernail Company in connection with the Denholm & McKay Company.

5. Over 700 Worcester men march in the Knights of Pythias' parade in Boston; the Freedom Lodge receives first prize for appearance.

6. Many public bequests in the will of Frances W. Haven.

8. The directors of the Milk Producers' Association vote to raise the price of milk one cent a quart, beginning with Sept. 1.

9. Many delegates from Worcester attend the seventh national convention of the American Federation of Catholic Societies held in Boston, Archbishop O'Connell presiding.

10. Better mail facilities secured providing a late evening mail to New York and points south, closing at 9.30 p.m.

12. The petition of the druggists asking that the aldermen be compelled to grant sixth-class liquor licenses is denied by Justice Braley in the Supreme Court at Boston.

The City and Town Clerks' Association of the county holds its seventeenth annual gathering in the Common Council chamber, City Hall.

14. The nineteenth annual convention of the New England Photographic Exchange meets in this city.

20. The Forty-second Regiment Veterans hold a reunion in this city, seventy-five members with their wives and friends being present.

21. The State Railroad Commission refuses to recommend change in tariff on transportation of milk.

23. The Catholic Young Franco-American Association holds its first congress at the Assumptionist College at Greendale.

Personal.

3. Mr. H. M. Sawyer elected one of the secretaries of the Automobile Club.

The funeral services of the late Father D. J. McGillicuddy largely attended; the eulogy by Monsignor Griffin.

4. The Worcester Swimming Club organized; Mr. E. G. Connette chosen President, and Mr. James E. Hyslop Vice-president; date of carnival set for Aug. 29th.

6. Rev. Charles W. Anderson, pastor of the First Swedish Baptist Church, resigns to enter upon duties of financial agent for the Adelphi College in Seattle.

8. State Ornithologist Edward Howe Forbush lectures at the Natural History camp on the protection of birds.

9. Rev. Henry B. Washburn resigns the rectorship of St. Mark's Church after a service of ten years to accept the chair of history in Cambridge Theological School, the Episcopal Theological School at Cambridge.

11. Miss S. Ella Johnson addresses the Northeastern Federation of Women's Clubs in twelfth annual session in Norwich, Conn., upon educational work.

14. Father Bernard S. Conaty attends the national convention of the Catholic Total Abstinence Union at New Haven, presenting the report from the Springfield diocese.

18. City Engineer C. W. Rust of Toronto comes to study the sewer system of Worcester.

21. Mr. Charles S. Thorndike, founder of the Commercial Travelers' Association of Worcester, dies.

23. Rev. A. J. Canfield, D.D., pastor of All Souls' Universalist Church, dies at his summer home in West Harwich.

The Right Rev. Yznik Abahouni, archbishop of the Armenian Church, is enthusiastically welcomed by the Armenian speaking people of Worcester.

City Hall and Departments.

On Aug. 1 the city's net indebtedness was $6,082,012; last year $5,739,192.—Unexpended balance in the School Department nearly $200,000.—The assessors fix the tax rate at $17. —Contracts for the two six-room additions to schoolhouses at East Kendall and Dartmouth Streets awarded to James Miles & Sons; total cost, with heating and plumbing, $59,338.—A short term loan placed by the city with Kissel, Kinnicutt & Company of New York; rate 2.70 per cent.

The paving of one side of Grove Street begun.—Mr. C. A. Welton, formerly with the State Highway Commission, added to the force in the city engineer's office.—After the building of some needed sewer, Main Street is to be macadamized from Gates Lane westward.—Mayor Logan, after unsatisfactory correspondence with Warren Brothers as to repairs in bitulithic paving on Main Street, directs that the work be done by local contractors, the cost to be recovered from the original builders by the legal department.

Fire Chief George S. Coleman and Superintendent Hiram R. Williamson attend convention of National Firemen's Association at Columbus, O.—Mr. James C. Coffey is made a member of a committee of five, representing New England state boards of health, to devise ways for the destruction of flies, to prevent the spread of contagious diseases.

The New England Fair.

As the date of the issue of this Magazine is so close to the opening of the gates up at Greendale, we have not tried to describe in detail the many attractions which await visitors there. Instead we have chosen to devote some space to a carefully prepared plan of the location of exhibitors in the Industrial Building, also in the overflow under the grandstand (see page 223). As we anticipated, even the large amount of space provided proved wholly inadequate to the desires of our manufacturers and merchants for their exhibits; already the directors are talking of an enlargement of the new building, which was located and constructed with such a possibility in view. The Board of Trade has very gladly accepted a portion of space for such exhibit as it is able to make, and hopes to make its section a centre of attraction for all the business men of Worcester and vicinity.

The Secretary feels an increasing pleasure in the attractiveness of his surroundings in the rooms at 11 Foster Street; he hopes to impress the fact of this attractiveness upon all readers of the Magazine, hence the pictorial heading which will henceforth introduce this department. The chairs so conspicuous in the foreground are manifestly waiting for occupants. In one of the two adjusted for a tete-a-tete the Secretary regularly sits, and is always glad to find opposite him anybody who wants some of the service which this Board was organized to render, or any one who is

ready to work with the Secretary in rendering such service.

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The new sign which adorns our corner window, through the kindness of the lessors of our present quarters, is as large as the laws of good taste may sanction, but it is much too small to express the Secretary's longing for an acceptance of its respectful invitation by many more members of the Board, and by others who can find here anything which they want and which this office can provide. With the passing of vacation days and the foretastes of autumn's more bracing air, a new season's activities will begin for the various committees of the Board, and the directors' room will be relieved of that excessive solitude which has pervaded it during these last two months.

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During the dates Sept. 7 to 11 the Corner and its occupant may be sought in a section of the new Industrial Building at the New England Fair. Both for his own pleasure, and as representing the Board of Trade and its deep interest in the Fair, the Secretary will hope to spend as much time as possible at the table, where the one visible output of the organization will be offered to personal observation. To the question, "What can a Board of Trade exhibit at a fair?" a full answer will be made. The Worcester Magazine, "made in Worcester," and made for Worcester, will be offered to the full and careful inspection of Worcester and all others who may pass down that aisle. To any who may be strangers to its pages the Secretary will be glad to act as guide, until that portion of the periodical is reached where the advertising man very properly will relieve him.

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With the advent of September and the real beginning of the activities of the Board's new year, the Secretary will meet the real embarrassment of his new work. He finds certain lines of distinct effort, and connected with each a group of names collectively denominated "Committee on ———." He is not quite sure what each committee's real function and aim is, and to add to his difficulty he has learned from one or two chairmen of committees that they are in the same condition of ignorance. Of course, it is too much to expect that any American organization should be destitute of some illustrations of that most convenient way of doing things—the appointment of a group of men as a "committee," the printing of their names in the newspapers and on a neat folder, and—well, in a word, the ending of a serial story in the first chapter. But of course no one accepts a place on a committee wishing or expecting such an outcome.

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A careful examination of the list of committees of this Board of Trade reveals not one that is needless in the doing of its essential work. If each is needed, none should be allowed to remain in innocuous desuetude. How shall that condition be prevented? The Secretary proposes one way for the consideration of each member of the Board to whom he sent by mail, as one of his first official acts, a copy of the list of committees for 1908, with the name of the addressee plainly underscored with red ink wherever it was found upon this list. He has already outlined it to several chairmen of committees, and has found it universally approved. He will be glad to hear the opinions of any who read of it in this column.

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The plan, in brief, is this. On some evening in the week, beginning Sept. 20, and following the first autumn meeting of the directors of the Board, let our hall be lighted, and seats arranged for as many groups as there are committees in different sections. Let each committee gather around its chairman and discuss the question, "What are we going to do this year?" Let the President call in turn upon each committee, setting before them their part in the year's administration of affairs as he views it from the position of chief executive. Let the Secretary have an opportunity to become acquainted with each member of each committee, at whose service he is to be in the coming months. When each committee has thus had a separate meeting, undisturbed by the conferences of other committees around it in the hall, let all come together as a committee of the whole, and listen to brief reports from each standing committee as to its plans for the future.

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Certain merits of such a plan are manifest. It will ensure the calling together of every committee at the beginning of the year, without partiality. It will assume that every committee is intended for use, and none merely to ornament a printed list. It will enable each committee to plan its work, a necessary preface to working its plan. It will enable the President at the beginning of the year's real work to come into personal touch with his official helpers. It will enable each committee to know what every other committee is proposing. The Secretary hereby moves that such a meeting be held; how many second the motion?

Felix J. Charbonneau.

As we are going to press the tidings come to us of the death of this worthy citizen of Worcester and esteemed member of the Board of Trade. Absent from his daily business but a brief week, Mr. Charbonneau's death at St. Vincent's Hospital on Friday, August 28, has come with great unexpectedness to his large circle of friends and business associates.

Born in Wadsham, N. Y., in 1859, he came with his parents to this city when seven years old, and received his education in our schools and in St. Theresa's Seminary in Canada. He began his business career in 1877, in the hat and men's furnishing establishment of Mr. N. S. Liscomb, 407 Main Street, and is well remembered as one of the most popular clerks of that period. After twelve years of experience there, Mr. Charbonneau opened a store for himself at 64 Front Street; and in the course of ten years he removed to 8 Front Street, where his business greatly increased.

One of the most prominent of the French-speaking citizens of Worcester, he was honored with many official positions in various associations of a social and religious nature. He leaves behind him a record of stainless integrity and the highest sense of business honor. His life is an excellent illustration of the indebtedness of such a city as our own to the energy and loyalty of the representatives of stocks other than the old New England type.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers.

President, George F. Brooks. *Vice-President*, J. Russel Marble.
Secretary, John L. Sewall. *Treasurer*, Samuel D. Spurr.

Directors.

George F. Brooks,	Clarence W. Hobbs,	John J. Power,
George F. Booth,	John W. Higgins,	Edward J. Cross,
Irving E. Comins,	Winthrop Hammond,	Dr. Thomas Howell,
J. Russel Marble,	William Forsberg,	Charles T. Tatman,
Thomas T. Booth,	Victor E. Edwards,	Charles L. Gates,
Frank S. Blanchard,	Arthur O. Young,	Clinton S. Marshall,
Herbert H. Fairbanks,	William Woodward.	

Clerk of the Corporation, William H. Sanford. *Auditor*, H. Ward Bates.

The Monthly Directors' Meeting will be held on Thursday evening, Sept. 17, at 8 o'clock, one week later than usual, on account of the New England Fair.

The Magazine's Date of Issue.

When the Magazine was enlarged and illustrated, beginning with last January, and the advertising increased, the adjustment to new conditions made the date of its appearance each month somewhat irregular. It is now hoped, however, to have it appear during the first week of each month, and to have it mailed to subscribers and put on sale preferably on the Saturday before the first Sunday of each month.

Like other publishers of second-class matter, we are obliged to conform to the utterly irrational rule of the Post Office Department, which allows us to send a copy to Honolulu or Manila, and have it delivered by carrier for one-eighth of a cent, while we are obliged to pay two cents to have it transported by local carrier across Main Street. We have, therefore, been sending it by messengers throughout the central section of the city, to secure cheaper and quicker delivery. In view of complaint of failure to thus receive the Magazine, we shall hereafter ask those who thus receive it to have each copy receipted for with the signature of the person actually taking it from our messenger. If any prefer to have it sent by mail, we will place their names on our mailing list.

A Registry of Rentable Space.

A recognized part of the work of a Board of Trade is to act as intermediary between those who wish to locate new business, or move their present enterprise to larger quarters, and owners who have space which they wish utilized. This work has certain practical difficulties which make it seem sometimes hardly worth undertaking. Supply and demand greatly vary; in dull times vacant space abounds, and the seekers for it are few, while the exact reverse may be found a year or two later.

In consultation with some men of practical experience, the Secretary is entering upon a plan which he hopes may be helpful. A set of blanks has been prepared for the use of any who have portions of buildings to rent for any commercial purposes, especially for manufacturing. One general blank is to cover all inquiries which a seeker for space might make concerning the entire building: its size, street location, available power, etc. This blank is to be filled out for permanent filing at the Board of Trade rooms.

To this is to be added as a temporary insert a description, for example, of a single floor of this general plant, with diagram of dimensions, arrangement of space, and other facts pertaining simply to this portion of the building. When this floor is rented, the insert is taken from the file, the facts as to the building as a whole remaining.

It is expected that these blanks will be in readiness about the time of the issue of this Magazine; and the Secretary will gladly give or send them to any one in the city, whether or not a member of the Board, who may express a wish to use them. Similar blanks will be prepared for those who have land suitable for manufacturing purposes for sale or lease.

Worcester's Fire Insurance Agents.

Mr. A. C. Munroe kindly furnishes us the following list, as including all firms and individuals who are now doing fire insurance business in Worcester:

Beauregard, J.
Berg, G. A.
Brown, E. E.
Burnham Brothers.
Carroll, Herbert A.
Crowell, Tylee, McPherson & Estabrook.
Curtis, J. Harvey.
Dodge, Edward M.
Duprey, P. H.
Garbutt Brothers.
Gates, Charles L.
Grant, Charles E.
Greene & Bates.
Harrington, N. A.
Kabley, Dame, Ayers & Scott
Keith, H. B.
Lichtenfels, Mrs.
Mooney, N. J.
Mullins, James P.
Munroe, A. C., & Ingraham.
Rourke, D. F.
Tatman & Park.
White, A. Avery.

SPLINTERS

Here's hoping for the finest possible weather Sept. 7 11!

In any event, no rain will get through the new building's roof or generous windows.

We believe that our Magazine cover will show to good advantage on a large scale, hence the decorative scheme in our section at the Fair.

Our new sign over the corner window of our office is in position just in time to guide the visitors whom we hope to welcome during the Fair week at 11 Foster Street, as well as in the Industrial Building.

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Congratulations from all his fellow members in this Board are due to Hon. Edwin T. Marble upon reaching his eighty-first birthday, and being able to continue in such steady daily activity at the business which he has followed so many years, having seen this city grow to its present size from a town of only 7200 inhabitants.

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The Postal Telegraph Company, in its bill filed with the Supreme Court to prevent the putting of its Worcester wires under ground, seems to have abundance of reasons to satisfy itself for thus seeking to block one of the most needed advance movements in every American city. Has it ever made a like attempt in Boston?

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Fitchburg is to make a beginning of industrial education by giving its high school boys alternate weeks in school room and some of its factories. Boston's magnificent Franklin Union, with accommodations for 1700 pupils, is soon to open, where even its own boiler rooms are to afford opportunities for practical instruction. When are we to hear of the next step toward Worcester's industrial school?

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The next time the New England Organization of Amateur Photographers meets in Worcester, there ought to be a local branch to greet it. Pushers of the button, get together! And while you are about it, kindly talk over together that prize competition for the best views of this city, offered by this Magazine. We gratefully acknowledge the interest of several firms of local dealers in photographic supplies who have sent out to their patrons our circulars.

o o o

The columns of the Springfield Republican inform us that our modest attempt to win that $500 prize for the best advertising scheme has been received with interest by the proper committee of the Board of Trade, but no award is yet made. If a second proposal will be considered, we should like to submit that a Board of Trade Glee Club, taking such an outing as we have described on an earlier page, gives a fine type of publicity to a city whose name is thus worthily carried to distant territory.

o o o

We sincerely trust that the following vacation experience, so pathetically told in one of our exchanges, has not happened to any Worcester monarch of finance:

The king was in his counting room, counting out his money,
For the queen was at the seashore, heading every letter
"Honey:
Send another hundred!" And the poor king was disgusted
To find when she'd been gone a month, the counting room was
"busted"!

o o o

We are peculiarly fortunate in our neighbors in the Industrial Building at the Fair, and also in the opportunity for free access into their exhibits from the rear of our own section. We trust that all who visit the splendid showing of furniture in Atherton's rooms, and the display of agricultural exhibits by Ross Brothers, will not fail to thoroughly explore our section. We think ourselves favored in being able to show the handiwork of two such firms as those who help us make this Magazine, the Woodbury-Carlton Company and the Carlton Engraving Company.

The quotation on the advertising placard for this month's Magazine embodies a truth of general application, as well as the policy whereby we hope to make this Magazine more successful; for the benefit of our friends outside of Worcester we repeat it here:

"He who has something good to sell,
And goes and whispers it down a well,
Is not so likely to collar the dollars
As he who climbs a tree and hollers."

o o o

The Manufacturers' Record of Aug. 6 comments favorably upon the plan of our agricultural number for July, quoting nearly entire our leading editorial, and remarking:

> There is a practical hint in this bit of enterprise by the Worcester Board of Trade which boards of trade in Southern cities might do well to consider. It seems to be a case of not keeping all one's eggs in one basket, of having one's mind upon more than one member, of not confining one's attention to questions of trade, but of being alert upon every point that may be utilized for the full benefit of the community.

We value this expression of opinion from a leading national exponent of manufacturing affairs, and are strengthened by it in the conviction that the community of interests between agriculturalists and manufacturers is worthy of increased attention.

o o o

A prosperity pointer from New York's export trade told by the Wall Street Journal:

> As straws show which way the tide is moving, so the rise of merchandise exports through the port of New York, from a value of $7,728,000 one week to $12,425,000 the next week ending with Aug. 15, is proof that our foreign commerce is not lagging behind, however slow domestic commerce may be to revive.

Another from the Cleveland Iron Trade Review:

> Inquiries for freight cars have brought encouragement to the iron market, and specifications against contracts in nearly all lines continue to come in freely, but actual new business placed during the past week has been light.
>
> It is estimated that inquiries for new cars now pending, including 7000 for the Harriman lines, amount to nearly 20,000, and there is reasonable assurance that orders for 12,000 will soon be placed, causing a very comfortable increase in the demand for various iron and steel products.
>
> Owing to the decreased cost of building lake vessels, figures are now being received on the construction of several big freighters.

o o o

Nonsense:—

> They are discussing a proposition to compress the six New England States into one. But this is a mere makeshift in an effort to keep the old Yankee commonwealths in line with the other states. Pretty soon, with the present rate of decline, New England would again drop behind, even as a single state. We shall soon be able to split Grandoldtexas up into four commonwealths, each one of which will outweigh all of New England.—Columbia (S. C.) State.

Sound Sense:—

> Don't worry about any decline in New England. New England isn't made up of the kind of people who do the declining act. "Present rate of decline!" With Massachusetts alone, only one-fourth the size of South Carolina, having very nearly as many spindles as the whole South, and yet having more capital invested in making boots and shoes than cotton goods, New England isn't going backwards very fast. And more, we bet the whole State's staff are wearing Massachusetts-made shoes. If South Carolina really wants to do some everlasting hustling, let it try to keep in sight of the smallest state in New England in a race for industrial growth. Don't worry about New England. It is amply able to care for itself.—Manufacturers' Record (Baltimore).

Civic Betterment Notes

The Municipal League of Los Angeles, Cal., composed of some six hundred citizens and tax-payers, and devoted to the broad interests of civic betterment, is aiding in the fight for the Saturday half-holiday, seeing in such achievement a real step of progress in civic conditions. In the August issue of its organ, Municipal Affairs, we note the following record of recent progress:

> The Saturday half-holiday movement for the summer months is stronger in Los Angeles this season than ever before. Practically all the large retail houses observe it, the majority of the office businesses, all the wholesale houses, and many factories and trades. There is little or no opposition, such as was manifested a few years ago. The beneficial results are recognized by all. The women's organizations, and many women as individuals, have helped greatly by doing no shopping Saturday afternoons, thus dispelling any possible haunting fear that more sordid rivals would profit through the generosity and public spirit of the closing houses.
>
> The loss, if any, is very small as compared to the benefits derived. Nor are the beneficial effects confined to the employees. The observant employer will tell you that he gains in the better service from his employees more than he loses from the closing of his place of business. And where practically all join in observance of the Saturday half holiday, there can be no actual loss in the end.
>
> What is of perhaps equal importance is that the situation of Los Angeles between the mountains and the seashore, contiguous to both, permits the greatest enjoyment and the widest and most varied facilities in the observance of holidays.

Industrial Notes

A UNIQUE NEW ENTERPRISE.

A workshop for sightless artisans is the latest addition to Worcester's business enterprises. The undertaking is under the fostering care of the State Commission for the Blind, and should appeal most forcibly to this community as well as to all Worcester County, for the very good reason that blind men of the territory mentioned are to be given first preference. The work to be carried on includes some of the principal lines of industry found best adapted to the efforts of those devoid of vision, such as the making of brooms and mops, reseating chairs in pith, cane or cane-webbing, boot and shoe repairing; also mattress and cushion-making and renovation.

The launching of this unique project in the Heart of the Commonwealth was preceded by much careful consideration and painstaking investigation. Was there fertile ground, in the way of suitable locations, reasonably satisfactory assurances of support from the local business men and citizens generally, and, finally, the inclinations of those most vitally concerned—the blind men who were to occupy the workshop?

Fortified by the experiences gained in dealing with blind persons in the Cambridge and Pittsfield training shops of the State Commission, and encouraged by the success of the recently opened Lowell workshop, representatives of that body have spent considerable time in our city, thoroughly studying the situation. They have been in consultation with President Brooks of our Board, also with Mr. William Woodward, chairman of the Committee on New Enterprises, who are also directors of the Memorial Home for the Blind.

Not less important and equally encouraging, it is noteworthy to record, has been the promise of cordial support given by that prominent and progressive social organization, the Twentieth Century Club.

Of the several locations inspected, the premises on the second floor at 194 Front Street appeared best adapted to the requirements of the work in mind. These were secured. Mr. Daniel Scott, who for several years has successfully conducted a chair reseating business in Worcester, has been appointed foreman and brings to the workshop the good will of his business. This experiment, unique so far as Worcester is concerned, now only awaits the co-operation of the public of Worcester, city and county, which co-operation, it is confidently anticipated, will be most heartily extended.

TAKES OVER TOOL BUSINESS.

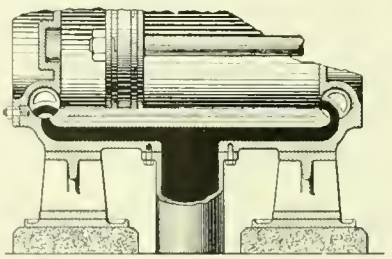
The Brownell Machinery Company has taken over the machine tool business of the Thornton Machinery Company, Providence. The Brownell Machinery Company is a new Rhode Island corporation, with a capital stock of $15,000. C. T. Brownell is the president and manager, Harry V. Prentice treasurer, and Albert E. Newton vice president.

Mr. Prentice and Mr. Newton live in Worcester, and are officers of the Prentice Brothers Company, Worcester, manufacturers of drills and lathes.

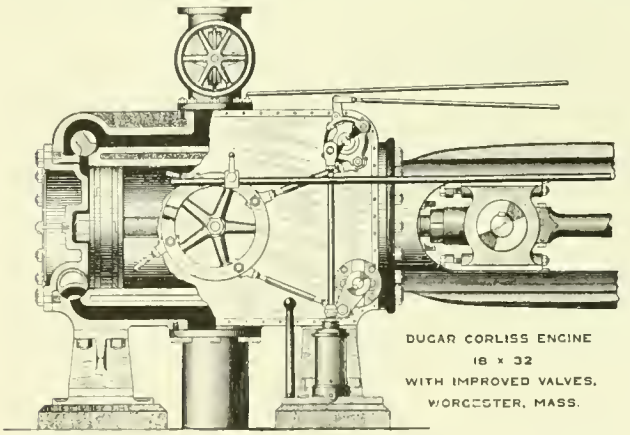
The new company will confine itself to machine tools. It will carry the tools included in the product of the Prentice Brothers Company, and the Garvin Machine Company of New York, and will act as agent for the Union Belt Company of Fall River.

AN IMPROVED EXHAUST VALVE.

Clearance loss and valve leakage—how shall the engineer meet the perplexing problem of reducing this trouble to the minimum? Many have wrestled with this problem. Mr. Edelbert Dugar, by a simple yet wonderfully effective invention, has made a marked success in his efforts at a solution.



The illustrations herewith shown set forth the novel way in which Mr. Dugar has utilized his fifteen years of experience in repairing and correcting all manner of difficulties met in the operation of engines with a minimum amount of fuel and loss of power. This arrangement of the exhaust valves wholly eliminates the clearance space, and the novel construction of the valve affords two distinct points of closure against the escape of pressure. Continued wear only renders the sealing more perfect. All troublesome springs or other devices for holding the valve to its seat are avoided, and in the open position a liberal and unobstructed outlet for the exhaust is afforded.



DUGAR CORLISS ENGINE
18 × 32
WITH IMPROVED VALVES.
WORCESTER, MASS.

Mr. Dugar has his headquarters at 54 Hermon Street, and is always glad to compare notes with brother engineers upon this and similar problems of the craft.

A PROGRESSIVE CONCERN.

At the annual wall paper exhibition held in New York during the first two weeks in August the Allen-Higgins Wall Paper Company scored a most pronounced success. The wonderful progress of this company during the past few years has placed it not only in the front rank of American manufacturers, but the general consensus of opinion of the best judges of wall paper was that its product would bear comparison with the best the world produces. This is high praise, as the foreign manufacturers have long been conceded the leaders in this industry, few American manufacturers even approaching the originality of their designs and colorings. The company occupies a most enviable position in the estimation of the American dealers the originality and reliability of their work are both recognized and appreciated.

AN ENTIRE NEW BUILDING FOR MATTRESS MAKING.

We quote from the Worcester Telegram the following interesting facts concerning one of our flourishing local enterprises:

On the north side of Shrewsbury Street, just below Boulevard Park, George L. Chandley of the Chandley Company has erected what he claims to be the first building ever built in Worcester, or in New England, outside of Boston, solely for the manufacture of mattresses.

The new location, the new building, a new office building, which was acquired in connection with a four-story tenement house and adjoining land, were purchased by Mr. Chandley at the cost of about $20,000. With the added cost of new machinery and stock, the enterprise will be launched at a total cost of about $35,000.

"So far as I have been able to learn this is one of the very few buildings in the country which have been built to make mattresses in," said Mr. Chandley, recently. "There are hundreds of companies engaged in the business, but the great majority of them are located in buildings erected for other purposes."

The new building is two stories high, of brick, and 50 feet by 100. Its frontage is on Shrewsbury Street, and the west wall runs along Seward Street. The building is fireproof throughout. In some of the rooms extra precautions against loss by fire have been taken.

"My purpose in moving from Harding Street is to get into a building that is absolutely fireproof," said Mr. Chandley. "In the fifteen years that I have followed the business I have learned that the greatest danger is from fire. A silk floss which we use in the manufacture of our best mattresses is highly combustible. In fact, nearly all of the material is powder-like and is apt to start burning at any time unless some precaution is taken."

Mr. Chandley entered the employ of John J. Griffin, who made mattresses on Shrewsbury Street, in 1893. During the twelve years he remained with Mr. Griffin Mr. Chandley had risen to the office of superintendent. Three years ago he left the employ to engage in business for himself.

Seward Street, which is now in poor condition, will soon be made a public thoroughfare by decree of the City Council, it is believed. City Engineer Frederick A. McClure is preparing plans in accordance with a decree. When the street is in proper shape, the Chandley Company will receive its raw material in the side of the building which faces Seward Street, and export it, in mattress form, from the opposite side of the building, which faces Shrewsbury Street.

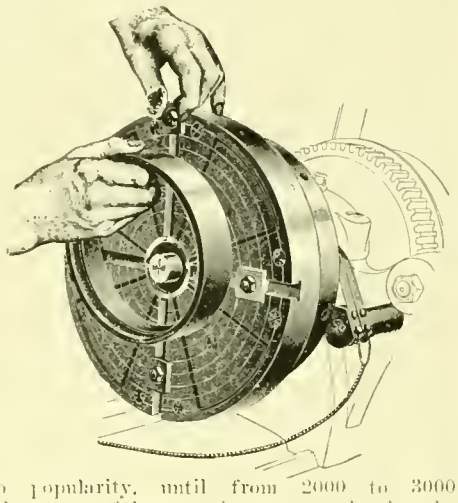
In the four story tenement house purchased the company will have an office room, 28 x 62½ feet, on the lower floor. Also on this floor there will be demonstrating and upholstering departments.

The land acquired in all is more than 10,000 feet. The floor space to be occupied is about three times as large as that which the concern held on Harding Street.

Lynch Bros., contractors, at 264 Shrewsbury Street, sold the land and buildings and erected the new plant of the Chandley Company.

O. S. WALKER & COMPANY'S MAGNETIC CHUCK.

In this age of airships, when the successful harnessing of nature's forces for the use of mankind is too common for special notice, but few residents of Worcester are aware that in our midst is being manufactured an electric holding device for metal work which a very few years ago was entirely unknown in the market, and which, if its application had been suggested to mechanics at that time, would have been classed with the multitude of impracticable devices now reposing somewhere in retirement.



We refer to the diversified line of magnetic chucks manufactured by O. S. Walker & Company, 25 Union St. These chucks, as the name indicates, are designed for holding metal parts while being machined, the holding power being entirely magnetic and being derived from a current of electricity flowing through a coil in the interior of the chuck. This chuck has slowly made its way into popularity, until from 2000 to 3000 of them are now in successful operation, not only in the United States, but in all parts of the world, the Walker Company owning the patents and controlling the manufacture. They utilize the well known attraction of electro-magnetism for iron or steel, and parts that previously had to be gripped in jaws or bolted or strapped down to the machine are now held by the magnetic method, it being necessary only to lay the piece of work on the top of the chuck and turn a switch, which allows a current of electricity to energize a coil of wire, producing a strong flow of magnetic force across interlocking poles. These poles traverse every part of the chuck face, so that no matter where the work is placed, it is brought into the circuit, and is held firmly until the electric circuit is broken by means of the switch.

In perfecting the magnetic chuck and rendering it practicable, many difficulties had to be overcome by Mr. Walker. First among these was the problem of a suitable electric circuit to be at all times available, and to add to this difficulty it was found that the usual city alternating current circuit could not be utilized, and it was only until the majority of shops found the need for and installed constantly running direct current generators that the way was open to make magnetic chucks generally practicable. A further set-back was encountered by reason of the phenomenon of permanent magnetism, or a residual charge left in hardened steel work, after same had been removed from the chuck, this charge being detrimental to the work, for the reason that it causes iron dust to adhere to the parts. To overcome this, a demagnetizing apparatus had to be invented and perfected before a chuck could be placed in the market. This accomplished, and the tendency of chuck coils to burn out having been overcome, the long struggle of convincing a sceptical public was begun. Many considered the chuck not only as a curiosity, but as being actually dangerous to life and limb. A few wide awake manufacturers, however, came to the rescue, and the success of the magnetic chuck was assured, and this line is now a standard article of commerce.

An inspection of the Walker Shops at 25 Union Street shows a goodly number of expert mechanics busy on orders, and for the prevailing hard times this firm reports as satisfactory a business as could be expected, a large proportion of orders coming from abroad. To indicate the wide range of these chucks it was noticed that the flat chucks are made in sizes from eight inches to eight feet, and that the circular or rotary chucks range from six inches to thirty six inches in diameter, and any of them can be wound for direct current voltage up to 220.

The chucks are used on surface grinders of all kinds piston ring grinders, rotary and universal grinders, and also on planers and shapers and, in many cases, on vertical milling machines.

The Delta Electric Company, Mr. O. F. Ham, manager, has the contract for doing all the electric work connected with lighting and furnishing power at the New England Fair.

The Advertising Man's Page

Here is the Advertising Man and his Auto. It was full of WORCESTER MAGAZINES for all the leading dealers. The Ad. Man is going up stairs to write this little story.

THIS IS A FORD RUNABOUT

Some one asked, the other day, "How do you ever manage to get so many ads. in such dull times?"

That reminds me of a little story. You have all read about the bad boy, and the teacher who had just risen from the upturned tack in his chair:—"I only meant it as a joke!" says the tearful youth;—"I failed to see the point!" shouts the wielder of the rod.

The up-to-date business man, when dull times come on, SEES THE POINT. He advertises BECAUSE times are dull, so that soon they may be no longer dull.

"How do you do it?" The Advertising Man is going to tell you. Listen—

(Place—Office of Purchasing Agent of The ———— Company. Enter Ad. Man.)

"Ready for that ad. in the Worcester Magazine to-day, Mr. Agent?"

"The Worcester Magazine? Oh, yes, I see; very fine thing, of course, but too local for us; we sell all over the world, you know."

"Excuse me, friend; but do you know where our Magazine goes? Every Board of Trade and similar business organization in the country and in Canada; the mayors of our cities; and at a good deal of expense, the United States consuls in foreign countries—all these get the Worcester Magazine twelve times a year."

"Oh! I didn't know that!"

"Of course not, or you would not have thought us a local affair merely. Then we have a new way of increasing our circulation and booming Worcester."

"How's that?"

"We get articles from leading manufacturers, describing something of general interest to our readers; sometimes we write it up ourselves, as it looks to us; sometimes they give us the story. Then the manufacturer gets photos and cuts—no better commercial photographers or engravers in the country than we have here—then we print the article in the very finest way that an up-to-date printing establishment can devise. Then we furnish to the manufacturer, at a reasonable price, from 500 to 2000 copies."

"Does he have to bother to mail all those!"

"Bless you, no; what do you suppose we keep Alphonso, our office boy, for? We send you the envelopes—you address them—we put in the magazines and stick the stamps—Uncle Sam does the rest. How's that for a scheme!"

"I can get the same thing with a circular."

"Just the same? We give you the backing of the Magazine, in which your customers will all be interested; and you, as a Worcester business man, help us increase its circulation, help the Board of Trade, help your fellow manufacturers, and help make Worcester better known in the world. MADE IN WORCESTER goes on all ads.—see? You know where some circulars get before they are very old—I see some now down under your desk. Would you throw a magazine like this into the waste basket?

"Well, no—it's too good-looking. I haven't seen a copy lately—thought it was smaller."

"It used to be; but we had to enlarge it so as to give our advertisers a fair show. Any fault to find with those cuts?"

"Not a bit—they're all right. Er—what do you get for your space?"

Of course you know the rest of the story. A good contract with "The —— —— Company" for the balance of the year.

See you later.

THE WORCESTER MAGAZINE'S MOTTO:

"Make the Next Number Better!"

Is not this number an advance over the last one?

Watch for the OCTOBER issue with

TWO SPECIAL FEATURES

The Story of Worcester's "Best Ever" 1908 Fair

Worcester's Life Insurance Interests

Each finely illustrated

Those Broken Windows

should be replaced before winter's blasts come.

Our line of glass is most complete for fall use.

Also all kinds of blind trimmings.

Wadsworth, Howland & Co.
(Incorporated)
24 Southbridge Street
Worcester, Mass.

Paint and varnish makers
Factories, Malden, Mass.

START A BANK ACCOUNT

and you establish an asset that time or conditions cannot depreciate in the

People's Savings Bank

452 Main St., Worcester, Mass.

Interest Days
February, May, August and November 1st

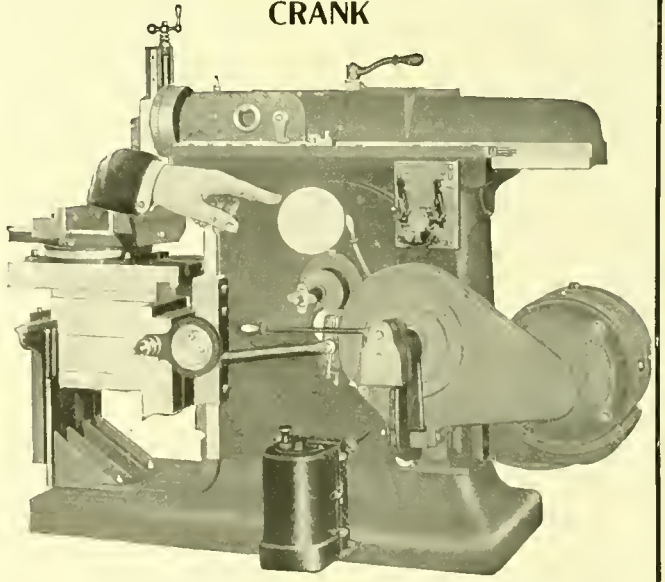
Deposits and withdrawals may be made by mail

OPEN FOR DEPOSIT
Saturday Evening, 6 to 8 p. m.

SAMUEL R. HEYWOOD, President
CHARLES M. BENT, Treasurer

THE VITAL SPOT

in Shaper construction is the
CRANK



Its construction determines the speed and the power of the cutting tool

STOCKBRIDGE SHAPERS

give satisfaction—the crank is made right.
Ask for circular illustrating our patented two-piece crank motion.

STOCKBRIDGE MACHINE COMPANY
WORCESTER, MASS., U. S. A.

Made in Worcester

ROOM 311

SLATER BUILDING

SOLE AGENT FOR WORCESTER AND VICINITY OF
FIREMANS FUND INSURANCE COMPANY
$11,000,000.00 WAS PAID BY THIS COMPANY IN
THE LATE SAN FRANCISCO CONFLAGRATION

DANIEL F. ROURKE
GENERAL INSURANCE AGENCY
NO. 390 MAIN STREET
WORCESTER, MASS.

TELEPHONES 713 OFFICE / 264-14 RESIDENCE

SURETY AND FIDELITY BONDS OF ALL KINDS
ISSUED UPON SHORT NOTICE AT THIS OFFICE

Worcester Mutual Fire Insurance Company
OF WORCESTER, MASS.

The "Oldest" Massachusetts Mutual — Incorporated 1823

Furnishes the Highest Grade of Mutual Fire Insurance

WORCESTER MUTUAL FIRE INSURANCE COMPANY
INCORPORATED 1823
WORCESTER MASS.

Directors

LEWIS N. GILBERT, Ware — LYMAN A. ELY, Worcester
B. D. DWINNELL, Fitchburg — CALEB COLVIN, Worcester
LUCIUS FIELD, Clinton — GEORGE K. NICHOLS, Grafton
ARTHUR F. WHITIN, Whitinsville — GEORGE I. ALDEN, Worcester
ROGER F. UPHAM, Worcester

LEWIS N. GILBERT, *President*
ROGER F. UPHAM, *Secretary and Treasurer*
FRANK P. KENDALL, *Assistant Secretary*

OFFICE

Worcester Mutual Fire Insurance Building

377 Main Street — Opposite Elm Street

CHASE ENGINEERING COMPANY
EXPERTS IN THE DEVELOPMENT OF MECHANICAL IDEAS

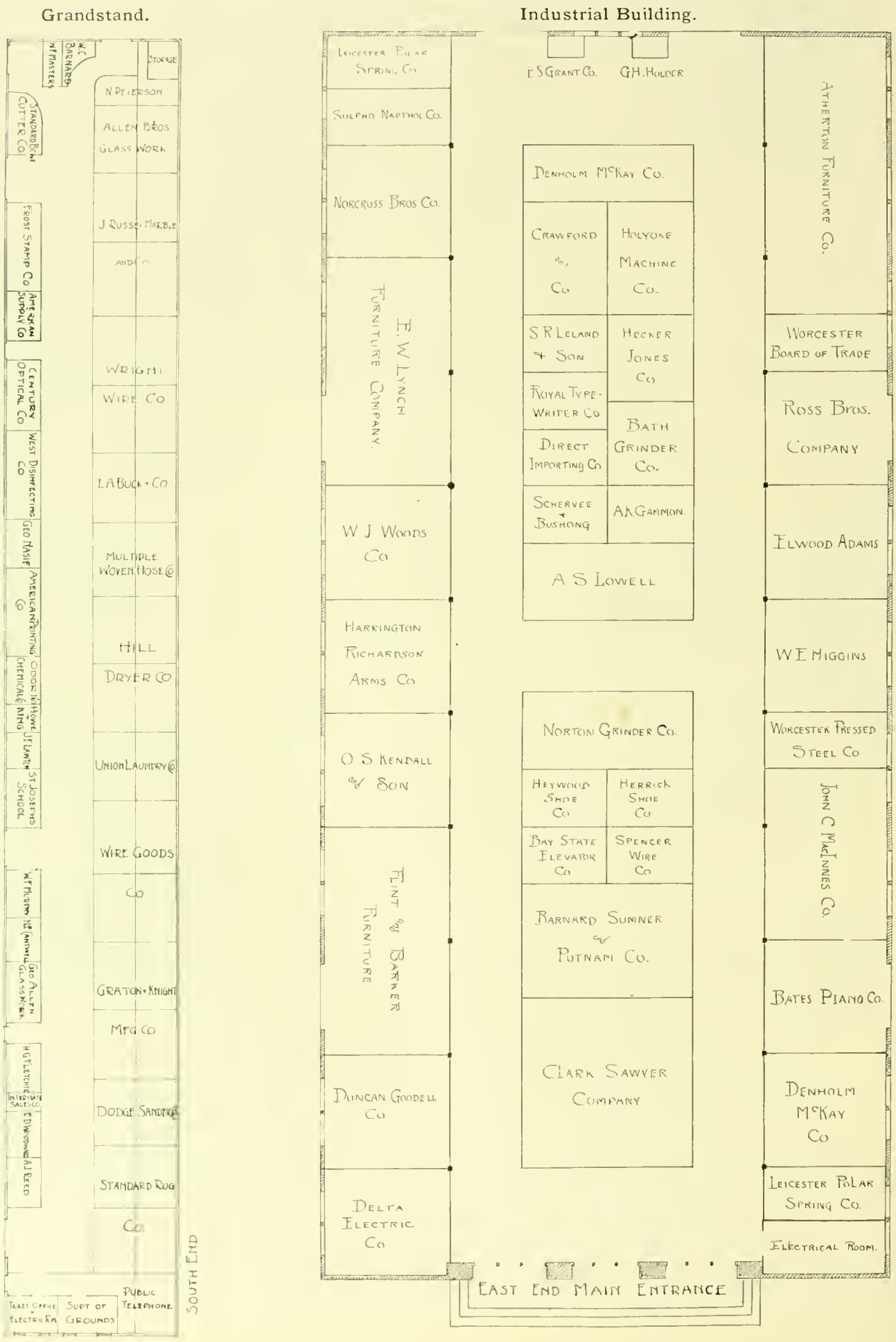
We can develop any mechanical proposition which you may have, do your designing, general and patent office drafting, make your blueprints, construct your models and solicit your patents.
We make a specialty of handling the entire drafting for business concerns.
Expert draftsmen supplied by the day.

OFFICE: 412 DAY BUILDING
306 MAIN STREET

DRAFTING ROOM AND EXPERIMENTAL DEPARTMENT
274 MAIN STREET

WORCESTER, MASS.
TELEPHONE 5344

Plan of Exhibits, New England Fair, September 7--11.



E INSURANCE NUMBER — BOARD OF TRADE INDUSTRIAL EXPOSITION

The WORCESTER MAGAZINE

Illustrated

THE HOME OF THE STATE MUTUAL LIFE ASSURANCE COMPANY.

Published by Worcester Board of Trade,
OCTOBER, 1908

WOODBURY CARLTON CO.

$1.50 PER YEAR

15 CENTS PER COPY

"SURE SEAL" SYSTEM

SURE SEAL

THE VACUUM SYSTEM PERFECTED

A wonderful invention, saving 25 to 50 per cent. of your fuel bill—90 per cent. of maintenance cost—and 95 per cent. of cost of repairs. **WE CAN PROVE IT.**

The only system for heating houses and factories requiring no expensive pump installation to maintain a vacuum on the radiating surfaces.

No complicated or expensive apparatus—just a few simple appliances—nothing to get out of order or ever need repairs. Can be attached to any steam system now in use.

We invite fullest investigation and will show you a revolution in expense, efficiency and simplication of the best steam heating system—the vacuum.

WRITE TO US—OR SEE OUR SYSTEM IN FULL OPERATION AT OUR WAREROOMS

CENTRAL SUPPLY COMPANY

SOLE MANUFACTURERS

SURE SEAL

WORCESTER, MASSACHUSETTS

SURE SEAL

DROP FORGINGS

MADE BY

THE WYMAN & GORDON CO.

ARE ABSOLUTELY THE

STRONGEST AND TOUGHEST

WORCESTER MASS. CLEVELAND OHIO.

TRADE

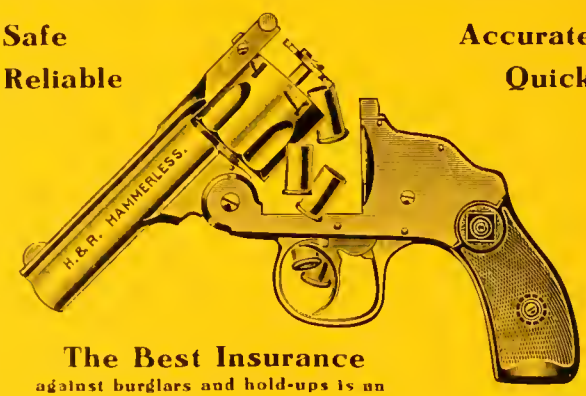
Established 1871

H & R ARMS CO. MARK

Incorporated 1888

Safe **Accurate**

Reliable **Quick**



The Best Insurance

against burglars and hold-ups is an

H. & R. Revolver

Absolutely safe, yet always ready for business when the trigger is pulled. Can be discharged only by pulling the trigger

Sold by the Leading dealers in Firearms, Hardware and Sporting Goods. ASK FOR THEM.

HARRINGTON & RICHARDSON ARMS COMPANY

DESCRIPTIVE CATALOG ON REQUEST

Worcester, Mass.

MAIN ENTRANCE, STATE MUTUAL BUILDING

The WORCESTER MAGAZINE

VOL. XI, NO. 10. WORCESTER, MASS., OCTOBER, 1908. PRICE, { 15c. per copy / $1.50 per year

PUBLISHED MONTHLY BY

WORCESTER BOARD OF TRADE.

11 FOSTER STREET, WORCESTER, MASS., U. S. A.

Its reading pages are devoted solely to municipal development, good citizenship and the business welfare of Worcester. Space in reading pages is not for sale.

Entered at the Worcester Post-Office as Second-Class Matter.

Committee on Publication.

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IRVING E. COMINS, F. S. BLANCHARD.

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JOHN L. SEWALL, EDITOR.
CHARLES H. BOSWORTH, BUSINESS AGENT.

Contents

EDITORIAL COMMENT.

Making the Next Number Better, 227
A Word of Explanation, 227
New England's Resources and their Development, 228
A Question of Right, 228
A Question of Expediency, 228

EDITORIALS.

Some Forgotten Responsibilities, 228
An Important Communication, 229
The Future of Industrial Exposition in Worcester, 229
Passing Clouds and Clearing Skies, 230

LIFE INSURANCE AS REPRESENTED IN WORCESTER—by Guy Francis Wheeler, 231
Large Policies, 243
The Functions of Endowment Insurance—by W. Gray Harris, 243
Life Insurance Agents: their Tribulations and Triumphs—by Henry A. Macgowan, 245

SEPTEMBER TRADE CONDITIONS—by O. C. Ansley, 247

CURRENT EVENTS. 247

THE SECRETARY'S CORNER. 248

WORCESTER BOARD OF TRADE.

The September Meeting of the Directors, 249
The Group Committee Meeting, 249
Association of Commercial Executives, 249
Splinters, 249
Among Our Exchanges, 250
Industrial Notes, 251

PICTORIAL HISTORY OF NEW ENGLAND FAIR AND BOARD OF TRADE EXPOSITION, 252

Editorial Comment

Making the Next Number Better.

For the record-breaking number of pages and illustrations in this number of the Worcester Magazine we are largely indebted to the enterprise of one group of our business men, and to some of our manufacturers and merchants who appreciate the opportunities for publicity offered in these pages. We feel confident that all who have so often admired the architectural beauties of the entrance and staircase of the State Mutual building will appreciate the artistic achievement of the photographer and engraver, whose combined skill has produced the two-color half-tone on the opposite page. We are proud to send out to the leading cities of our land, and to foreign shores, such a demonstration of the meaning of the legend, "Made in Worcester." We are also gratified to be able to assure our readers that these new styles in illustration are but foretastes of artistic feasts in store for them in coming months. The Publication Committee are now at work upon a prospectus of the Magazine for 1909, and we hope to include some articles by men of national reputation, as well to draw largely upon the best local talent for the discussion of themes appropriate to our pages. In all this work we are persuaded that it pays to call to our help the pictorial, to supplement and make effective the message of the plain type.

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A Word of Explanation.

The interest and appreciation expressed by many concerning the last number of the Magazine has not caused us to forget some errors and failings which it is not too late to explain. Amid the large number of pictures made, the very first was a group showing Chief Coleman and his assistants, the negative of which appeared to be satisfactory, but which proved defective for the purpose of making a cut, after the chief had left for his vacation; and the pages had to be sent to press before his return made it possible to repeat the sitting. In like manner Chief Williamson's absence on vacation deprived us of the privilege of showing to our readers the leader of the Protective Department, and made it possible to show him with his men only on the outside cover instead of also on an inside page. We were misinformed on what we supposed good authority as to the names of the three veterans who were seen with the hand machine; the list should have read as follows: Mr. Owen McGarrell, Mr. R. L. Colbert, Mr. George Jennison. In our eagerness to have the September number

appear strictly on time, we gave our printer scant time to produce properly the two-tone frontispiece, and in a few instances this picture was defective; if any of our subscribers found such in their copy, we ask the privilege of replacing it with a perfect one.

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New England's Resources and their Development.

The spirit of inquiry concerning the conservation and economical use of national resources ought to manifest itself in this section of the country if anywhere, for it is here that thrift and frugality won their earliest and largest triumphs in the development of national wealth. The recent gathering of five New England governors resulted in a natural and wise decision to go forward in the leadership of a movement which is quite as greatly needed here as in any part of the United States. We are glad to see that in the future this undertaking is not to be left solely to politicians and legislators; these may well take a leading part, but it is well to add, as it is proposed, "prominent citizens representing the various walks of life." We believe this movement was started by our energetic neighbors in the Springfield Board of Trade; we hope such commercial leadership may continue prominent in the future of the movement whose plan is thus described:

The scope of the conference was left to be determined upon at a future meeting of the governors alone, which will be called in a few weeks by Governor Guild. It is particularly hoped that greater uniformity of state legislation can be arrived at, and that a movement may be inaugurated not merely for the conservation of New England resources, but for the development of New England education, agriculture and industry.

It was the generally expressed opinion that in order to secure effective action, conservatism in scope was highly desirable. The spirit of the gathering was distinctly national rather than sectional, in the older sense of the word, the sentiment of the development of all sections of the country by national action meeting with general approval.

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A Question of Right.

The recent decision of the United States Circuit Court in Pennsylvania that the "commodities clause" of the Hepburn act, which restrained railroads from carrying in interstate commerce any goods produced by themselves, is unconstitutional, has recalled the agitation against the coal roads, growing out of the anthracite coal strike and the conditions then brought to light. That there were abuses to be remedied, as regarded the railroad's treatment of independent operators, there was no doubt; that the remedy proposed was too drastic seems to be now established, in the judgment of the Railroad World, which says editorially in a recent number:

If Congress could prohibit the transportation of coal from one state to another, which was produced from mines in which the carrying companies had a property interest, on the ground that such property interest was opposed to the public welfare, for the same reason and on the same ground Congress could by statute dissolve all corporations producing more than a certain percentage of the product in their industry, on the ground that such large corporations were considered inimical to the public welfare; or could bar from interstate commerce all articles produced by labor working more than eight hours a day or under a certain age. The conception back of this statute was imperial in its scope. It marked the ultimate development of centralization. Its effect, although we believe not the aim of its authors, was to place under Federal supervision every business whose operation crossed the lines of a state. No more sweeping statute was ever enacted by Congress.

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A Question of Expediency.

On the general question of expediency, however, the judgment of this leading authority on railroad matters is in harmony with the general views of the public, who were able in those troublous days of fuel famine to see clearly the danger in a merger of ownership and transportation monopoly; and there is no expressed dissent from a quoted opinion of a member of the Interstate Commerce Commission to the effect that "so long as this practice is permitted, the temptation to discriminate is ever present and too strong for resistance. The indirect methods of discrimination are numerous and past finding out in many instances until they have done their deadly work; it has been overwhelmingly shown that the practice has resulted in intolerable consequences." The editorial already mentioned says near its close:

On the general principle of the propriety and expediency of railroads engaging in enterprises which furnish traffic to their lines, the Railway World is inclined to dissent. We believe, and the preponderance of opinion among railway officials is on our side, that such ownership in outside institutions should be reduced to the minimum. It makes demands for capital upon the railroads which are often hard to meet, and subjects them to liabilities of guarantee which are sometimes troublesome. It also frequently arouses resentment among shippers who cannot be persuaded that the railroad will not favor its own interest in the distribution and forwarding of cars, as opposed to theirs. It also ties up the business of railway transportation, which is based upon all industries and not on the unstable fortunes of a single business. There would be no reason to object to the enactment of a statute which would prohibit any future acquisitions of interests by any railroad in any business which furnished it traffic.

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Some Forgotten Responsibilities.

When a party of young collegians, newcomers in our city, are invited to a reception in church parlors, and, upon their departure, come into collision upon the public street and sidewalk with a group of fellow students with such violence that one of their number falls fatally injured, it is time to call attention to some fundamental principles of citizenship and conduct. Every one laments such a tragic ending of a young life; all will agree that it ought not to have happened; the practical question is how to prevent its repetition. It is clear that the faculty of such an institution cannot be held accountable for every movement of every individual student when outside their buildings and grounds. The most they can do is to teach such students what is proper conduct, and to influence them in all possible ways to conform to its requirements. No one would think of holding the faculty of a college responsible in case a student should steal or commit burglary. The root of the trouble lies in the fact that a wrong public sentiment has come to hold such students exempt in their collective actions from the laws which apply to other young men; alumni, citizens and police officers have all fallen into error at this point. Let us call things by their right names. "Boys will be boys" is neither a truthful nor an endurable description of such conduct. If some group of foreign-speaking strangers had committed such

an assault upon the departing guests of a church organization, or even upon a similar party of their own associates, a riot call would have summoned every police reserve, and, if necessary, the militia. It is time to condemn the imbecility which condones actions in college students which would subject any other members of a community to immediate arrest. Worcester has reason to be proud of the high scholarly standing of her educational institutions, and rejoices in their growth and prosperity, but the existence of such encounters as were recently witnessed by hundreds in the streets of this city is a disgrace and detriment to our civic character and our reputation, as such occurrences go heralded throughout the land.

Some things seem necessary to prevent such occurrences in the future. First of all, let the police understand that college students are citizens of Worcester, subject to the same control in their public conduct as are other young men. Every officer of the law in this city knew that the use of streets and sidewalks and the Common for such violent encounters was a misuse of public property; officers are employed and commissioned and put under oath of office to protect public property from misuse, and the public in general in the orderly occupancy of public ways. Then let the members of this student body, as a whole, rise to their present opportunity; let them so reform and regulate customs and usages, through the might of public opinion in the college world, as to make such a tragedy hereafter impossible. But there is an individual responsibility resting on the offenders which must not be forgotten. Every student attending an educational institution should remember that he is under the same law of conduct for public places which applies to other young men, and if he disobeys that law, he should experience the penalty exactly like any other citizen.

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An Important Communication.

The following letter, written by Hon. Charles G. Washburn to President Ross of the Agricultural Society, and published by permission in the Worcester Telegram, sets forth so clearly the historical basis of the new departure at the Fair Grounds, and the logical future development of what is in itself but a small beginning, that we reproduce it entire, and ask for it the attention which it merits:

WORCESTER, MASS., Sept. 16, 1908.

Dear Mr. Ross:

I was much interested at the New England Fair in the industrial exhibit. As I said to you at that time, I think that this should be made a great feature at the Fair, and there is no place in the world where an exhibit of locally manufactured goods could be made of greater variety than in Worcester.

The Worcester Agricultural Society gave its first exhibition in October, 1819, and then the handiwork of our manufacturers was exhibited side by side with the produce of the farm. Among the Worcester exhibits of domestic manufactures were two pieces of kerseymere and one calf-skin, tanned and currried in two days by Reuben Wheeler; nine skeins of tow yarn, from thirty-three to thirty-eight skeins to the pound, spun on a great wheel by a lady in Worcester. The judges noted with regret that no hoes, scythes, plows, wool, cotton and machine-cards were exhibited in a county which had long been distinguished for the manufacture of these articles, and, in their opinion, no cotton cloth sufficiently good was offered to be entitled to a premium. So that in making an especial feature of the products of our Worcester County mills and factories, the society would be acting in harmony with the purpose of its founders.

I have not the figures at hand for the county, but in this Congressional district, with a population of 230,000, more or less, we produce annually of farming products about $4,000,000, and of manufactured products about $90,000,000, while in the State, with a population of 3,000,000, we produce each year $52,000,000 of agricultural products and $1,100,000,000 of manufactured goods.

Our manufacturers should have an opportunity to exhibit at the Fair each year. It would prove a great source of instruction to our own people, and would, I feel sure, attract from year to year an increasing interest throughout the country, and would be a wonderful advertisement for the manufacturers in this community.

The first and an absolutely essential step is to increase, fourfold at least, the size of the present building. This could be done at a comparatively small expense. It could hardly be expected that your society would provide the necessary funds, but I feel sure that the manufacturers and merchants of Worcester would find it to their advantage to do so, and I would suggest that the co-operation of the Board of Trade, the Mechanics Association, and other bodies of a like nature be invited.

The building might well be given to the Agricultural Society, with the condition that it should always be available for the purposes for which it was provided. With such an exhibit as could easily be provided, and with adequate accommodations, the weather would cease to be an absolutely controlling factor in the success of the Fair.

An auditorium might in time be added, and lectures given upon practical topics of interest to the farmer and the mechanic. Our thousands of school children could be taken by their teachers to witness the operation of the machinery and would become familiar with the products of this community, of such infinite variety, and the Fair would in time become a great agricultural and industrial festival known the country over.

Yours sincerely,

C. G. WASHBURN.

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The Future of Industrial Exposition in Worcester.

Four years and more ago the Secretary of this Board of Trade, Mr. Herbert M. Sawyer, advocated an industrial exposition as a worthy undertaking for this organization, and a valuable help to our city. In his annual report last spring the retiring President, Mr. George F. Booth, laid special emphasis upon this matter, and was able to report progress under his administration in the decision of the Agricultural Society to erect a building for this purpose at its Greendale grounds. These plans of six months ago have been carried out, and the seventieth annual exhibition of the Worcester Society, taking the form of a New England Fair and a Board of Trade Exposition, has happily realized the actual beginnings of a public display of the products and processes of Worcester industries. The significance of this event has seemed to us so great as to warrant full description in the space usually devoted to industrial notes, with such pictorial illustrations as the generous help of some of the exhibitors has made it possible for us to provide.

A proper estimate of this recent exhibition will regard it as an initial step toward much larger achievement. Viewed thus, its success is clear, and any adverse criticism is averted. The available space was

indeed insufficient to gratify all who at the last moment, when other people's energy had made success evident, desired to make exhibits, but the provision of any new building at all was an act of faith on the part of the directors of the Fair. It is true that there was no systematic arrangement of exhibits, or separation of industrial products from general merchandise from our stores, but such details as these can be easily remedied in the future.

The duty of the present moment is to look forward and not backward. Is this first step to be followed by the others which its success demands? There are cheering signs that it will be. The decision of the Worcester County Mechanics Association to hold a mechanical and electrical exhibition in its hall next winter, as well as the general expectation of an enlargement of the industrial building at the Fair Grounds, is an assurance that the exposition idea has taken a firm hold upon the community.

While many matters of detail must be left to the future, certain points seem now to be established as the basis of future effort. Concerning the location of future exhibitions, it seems clear that any adequate and permanent place will be found only at the Fair Grounds. Mechanics Hall will be crowded to its utmost capacity next winter with machinery and finished products representing the industries of Worcester County, but there is a manifest limitation in that hall of space and also of the size of machines that can be brought into it. During the last year the directors of this Board have given careful consideration to a plan for a new building in the centre of our business section for permanent exhibition purposes; but in spite of its desirable and attractive features, it seemed to them not feasible. The wisdom of that judgment is now confirmed by finding that we are to have here in the heart of the city, without any cost or risk for the purchase of land and a building, an attractive exhibition next winter.

Just now the most important thing seems to be for all organizations and individuals to co-operate heartily in making the Mechanics Hall exhibition as successful as possible and simultaneously to encourage and aid the directors of the Agricultural Society as they try to meet the responsibilities of their splendid success of last month, and to take the advance steps which that success makes imperative. It is for them to plan promptly for the next things and push their plans while public interest is roused. Now is the hour for them to secure not only approbation, but practical aid in carrying out the programme which Congressman Washburn has so attractively and sagaciously outlined in a letter published in another column. It must be evident to all that an addition to the present industrial building planned at once and constructed during the winter months would result in great saving of money as compared with doing the work next spring and summer; and it would also give far better chance to develop interest in future exhibits.

In such progress it is not just to expect the Agricultural Society to take all financial risks. There ought to be a much larger co-operation, even as there is to be a far wider benefit from the undertaking. It is an hour for the Board of Trade, the Merchants Association and the Worcester Mechanics Association to get together, and with those responsible for affairs at Greendale, give an impetus to this movement which has such large possibilities of usefulness to every business enterprise and every business man in our city.

Passing Clouds and Clearing Skies.

In presenting to our readers a review of the life insurance interests of Worcester, through the highly appreciated efforts of Mr. Guy Francis Wheeler, the President of the Underwriters' Association, we are glad to call attention to one department of our combined business enterprises which deserves more attention than it sometimes receives, as related to the welfare of the whole. When visible property vanishes by fire, it is important to divide that loss among as many as possible, as Mr. A. C. Munroe so well set forth in our last number. It is a very different matter to set a price upon a man's life and to try to replace that value when he dies; in many details the analogy with fire insurance completely fails. And yet there is a sense in which a business combination, organized to replace the earning power of a man by cash payments to his estate after his death, has a real, helpful and steadying influence upon the general commercial life of the community, even as when like payments are made for the loss of visible property.

During the last few years those engaged in this line of business here and in every great city of our land have labored under peculiar trials and difficulties. Not only is it true that any business depression will make men tardy about assuming recognized obligations to protect their families against the event of their death, but some dark clouds of criticism and popular distrust have risen rapidly on the horizon, and in a few instances thunderbolts of wrath have struck some conspicuous marks in the life insurance world. Fortunately, we are now able to allude to these things simply to remark that all valid reasons for criticism or distrust seem to have been thoroughly removed; the clouds are passing away, and the skies are clearing for all parties concerned in this important department of the modern financial world. While large sums of money have in some instances been wrongly used, it is worth remembering that no maturing obligations of any company have been repudiated, so great has been the real fundamental strength of this movement. More rigid laws have been passed for the regulation of this business, and if these statutes have brought temporary inconvenience to any engaged in this business, they should reflect upon the added confidence of the community which has come through these laws. It was said, during the recent campaign against the renomination of Governor Hughes in New York, that all insurance men, as well as all gamblers, were against him. We trust that this assertion was as untrue as the collocation of personalities was unfortunate. Life insurance owes more to a fearless official like New York's keen and far-sighted executive than it can ever repay.

We congratulate this city upon the life insurance agencies which here afford protection to all needing it, and which are industriously offering this excellent investment to those who seek it, or accept it when offered them. We commend the careful discussion of some phases of this subject as presented in the article of Mr. Harris, and we hope that some man will rise from the perusal of Mr. Macgowan's story of the trials and triumphs of his fraternity, and straightway attend to neglected duty.

Life Insurance as Represented in Worcester.

By Guy Francis Wheeler.

Among the very striking features that mark the rapid development of our economic life in recent years is the increasing public interest in the subject of life insurance. In fact, the magnitude of the institution is just dawning upon the public mind.

On Jan. 1, 1908, according to the reports of the insurance commissioners of the states, American companies had insurance in force amounting to $14,063,362,639, and this enormous business represents the growth of the last sixty-five years. But while life insurance as a great factor in social economics is a matter of recent development, yet the seed has been germinating for many centuries. Domitius Ulpianus, a Roman pratorian prefect, and a famous jurist whose literary period extended from 211 to 222 A.D., prepared a table showing the expectation of life at various ages. The first authentically recorded life insurance policy was issued June 18, 1583, on the life of William Gybbon. With the revival of learning of the seventeenth century, discoveries and investigations were made which paved the way for life insurance.

The first company to insure lives at rates adjusted according to age was the Society for the Equitable Assurance of Lives and Survivorship of London in 1762. This company is still in existence and is now known as the Equitable Insurance Society. In the United States, marine, fire and life insurance all had their birthplace in Philadelphia. The Presbyterian Annuity & Life Insurance Company, the first company for insuring lives in this country, was established in Philadelphia in 1759. It received its charter from Thomas Penn, and is still doing business under the name of the Presbyterian Ministers' Fund. It has recently opened its doors to clergymen of other denominations.

The history of American life insurance begins with the Mutual Life of New York. With the growth of the business to such magnificent proportions, there has been a development in the policy contract, so that within the insurance experience of men actively engaged in the business in Worcester to-day, the policy has changed from little more than a promise to pay in the event of death, with many restrictions and few privileges, to the present policy with few restrictions and many privileges.

During the year 1907 American life insurance companies paid in death claims, matured endowments, dividends, etc., the enormous sum of $309,696,977, a golden stream of blessing flowing into every state of the Union.

In the distribution Massachusetts stands third in amount received. The beneficent effect of this output is beyond our computation.

The crushing burden of bereavement relieved of the added burden of threatened poverty, mortgages paid, boys and girls kept in school or college to finish educations to fit them for a life struggle, aged parents maintained in comfort during declining years, and estates saved by the use of ready money, which must have been sacrificed without it,—these and numberless other benefits have followed.

All this has not been of spontaneous growth. These companies have had able and energetic presidents, wise and far-seeing managers, learned and painstaking actuaries, who have computed the rates, framed the policies and organized the territory; but with all of these, only an insignificant fraction of the results attained would have been possible but for the large army of insurance solicitors who have been educating the public by personal interviews, one man at a time, removing doubts, awakening interest and persuading men to the performance of their duty in relation to their dependent interests.

These insurance men have not always been wise in the prosecution of their work, perhaps sometimes over-

LIFE UNDERWRITERS' ASSOCIATION OF CENTRAL MASSACHUSETTS.

GUY FRANCIS WHEELER, President.

J. HARVEY CURTIS, Secretary.

OFFICE OF THE MUTUAL LIFE.

zealous, but growing to better methods with increasing experience and the mutual helpfulness of association.

The Boston Life Underwriters' Association was organized in 1883. Others have followed until nearly seventy such bodies exist in the country, over fifty of them being federated in the National Life Underwriters' Association.

The Life Underwriters' Association of central Massachusetts was organized Oct. 14, 1899, Henry E. Townsend being Chairman and S. Hamilton Coe being Secretary of the first meeting. The first officers were: President, W. A. Bailey; First Vice-president, H. E. Townsend; Second Vice-president, H. L. Trafford; Secretary, S. Hamilton Coe; Treasurer, Herbert E. Hopkins; and W. G. Ludlow, John E. Maher, Walter C. Stevens, J. P. Munroe and C. E. Greene, who, together with the officers, constituted the Executive Committee. The following have served as Presidents: 1899, W. A. Bailey; 1900, H. E. Townsend; 1901, W. G. Ludlow; 1902, S. Hamilton Coe; 1903, J. Perley Kilgore; 1904, George H. Vars; 1905, Chester E. Greene; 1906, Lester V. Bailey; 1907, Lester V. Bailey; 1908, Guy F. Wheeler.

The present officers are: President, Guy F. Wheeler; First Vice-president, J. M. Kilgore; Second Vice-president, Otis D. Arnold; Secretary, J. Harvey Curtis; Treasurer, Henry E. Townsend; the Executive Committee, the officers, together with Lester V. Bailey, R. W. S. Negus, Henry L. Trafford and W. Gray Harris; Membership Committee, Otis D. Arnold, C. E. Greene, Dana M. Dustan. This association has for its object the development of friendly relations between its members and the promotion of the best interests of true life insurance. It has set a high standard as to qualifications for membership, and is unalterably opposed to dishonest or questionable methods in the prosecution of the business. Through its Committee on Legislation the association has exerted an influence in the passage of wise and wholesome insurance laws in the interests of the policy-holders. One of the laws on the statute books of this and most of the other states which is little understood by prospective insurers is the anti-rebate law. Many men consider it a good business deal to secure a rake-off from the premium when buying a policy, and fail to understand how any evil result can be connected with the practice other than the possible reduction in the income of the agent. Every well-informed insurance man knows that the greater wrong falls upon the body of policy-holders. The giving of a rebate in the sale of an insurance policy is an unmitigated evil and will not be done by an honest and reputable agent. According to our State law, the giver and the receiver are equally guilty and are liable to a fine of $500. More than this, a policy taken under such conditions is a contract in violation of law and hence of questionable value at any time. A man who would not want to leave his family an estate with a cloud on the title will never buy a policy under such conditions. Another evil which has sometimes manifested itself in connection with life insurance is what is known as twisting. In this practice the agent, instead of effecting new insurance, busies himself in transferring the policy-holder from one company to another. The most dangerous of twisters is the man who poses as an insurance expert, and who, under cover of a broker's license, escapes responsibility to any particular company. Such a man is a parasite who fattens upon the pockets of unsuspecting policy-holders.

OFFICE OF THE MUTUAL BENEFIT.

HENRY A. MACGOWAN.

The Life Underwriters' Association stands for the best there is in life insurance in principle and in practice.

The present members are: Otis D. Arnold, State Mutual; Lester V. Bailey, Provident Life & Trust Company; Eli Bouchard, Equitable; P. J. Brown, Metropolitan; Chandler Bullock, attorney, State Mutual; D. W. Carter, assistant secretary, State Mutual; J. Harvey Curtis, John Hancock; John A. Doane, Provident Life & Trust Company; Dana M. Dustan, Connecticut Mutual; Chester E. Greene, John Hancock; Thomas E. Godfrey, Prudential; W. Gray Harris, Provident Life & Trust Company; James P. Higgins, Mutual Life; F. F. Hopkins, State Mutual; James H. Howland, Northwestern; Ludwig Johnson, Phoenix; J. M. Kilgore, Northwestern; William E. Lewis, Provident Life & Trust Company; Henry A. Macgowan, Mutual Benefit; Andrew B. McGown, Mutual Benefit; Richard D. Murphy, Provident Life & Trust Company; R. W. S. Negus, Mutual Life; A. A. Prichard, National of Vermont; Edward A. Robertson, Metropolitan; B. B. Snow, Home; Henry L. Trafford, New York Life; Henry E. Townsend, Massachusetts Mutual; James R. Trollope, Provident Life & Trust Company; Guy F. Wheeler, Provident Life & Trust Company; Burton H. Wright, State Mutual.

Following is a brief sketch of life insurance as represented in Worcester by the members of the Life Underwriters' Association, the companies taking rank in the order of their age, having reference to the time they commenced to write business:—

Mutual Life.

The Mutual Life Insurance Company of New York began the issue of policies on the first of February, 1843, and is therefore the oldest company in America except the Presbyterian Company before mentioned, which confines its business to clergymen, the next oldest having issued its first policy ten months later on the first day of December of that year. As the early history of this company is that of American life insurance, some incidents connected therewith may be of general interest. The organization of the company was first suggested and was actively promoted by Alfred Pell, a marine underwriter of New York city and member of a prominent family. With him were associated Morris Robinson, who became the first president of the company; John V. L. Pruyn, a leading citizen of Albany and member of Congress, who drew the charter of the company; Fitz-Greene Halleck, for many years in the employ of the first John Jacob Astor and a poet and author of note; and many other prominent citizens merchants, bankers and professional men whose names are identified with the early history of New York city and state.

ANDREW B. McGOWN.

The company, having organized upon a purely mutual basis, began business without other capital than the premiums paid in by its members. The first policies written ranged in amount from $500 to $10,000, but, as a measure of safety, none were issued until insurance on the whole life plan to the amount of $1,000,000 had been subscribed. When the first death claim was incurred, though the company was amply solvent, the uninvested funds in the treasury were insufficient to meet the payment. In this emergency the President applied to the banks, but to obtain a loan found it necessary for himself and another trustee to assume personal liability for the amount by endorsing the company's note. The incident is in striking contrast with the subsequent achievements of a company which, up to December 31, 1907, had paid to policy-holders the enormous total of over $783,000,000 and holds over half a billion in trust for them to-day.

Men and women were insured from the beginning on

F. F. HOPKINS.

OTIS D. ARNOLD.

equal terms, and one of the first claims paid was on the life of a young woman, who died within six months after paying her first premium. The policy was a seven-year term of $2000, with an annual premium of $23.40. With 1086 lives insured in the first two years, only four death claims were incurred, notwithstanding no special medical examination was required in that day.

A sketch of some of the early policies of the company will reveal points of interest. Policy No. 1, issued on the first of February, 1843, lapsed after payment of one premium. Policy No. 11, for $2000, issued on the ordinary life plan on the 7th of February, 1843, matured as a death claim in 1905. Policy No. 22, which was likewise written on the ordinary life plan, for the same amount and upon the same date as the last, matured as a death claim in 1904, when the insured had attained the age of 101 years. Policy No. 458, issued in January, 1844, eleven months after the company began business, is still in force, the insured being now in his ninety-third year. This is known to be the oldest life insurance policy in existence in this country, if not in the world.

The total receipts of the Mutual Life in its first two years were $124,687 and the total expenses incurred, $14,414, a ratio of less than twelve per cent. As an indication of the cost of new business, this is in marked contrast with the expense involved in the promotion of a new company at the present day.

Many of the men who subsequently attained eminence in life insurance received their early training in the office of the Mutual Life. In 1847 John C. Johnston, an ex-school teacher living at Catskill, New York, came to the city in company with a former pupil, Henry Baldwin Hyde. The latter entered the office of the company and, after several years in its employ, withdrew and organized the Equitable Life Assurance Society of the United States. Mr. Johnston himself entered the agency department at the home office and attained great success as a solicitor. In 1854 he removed to Janesville, Wisconsin, where, three years later, he organized the Mutual Life Insurance Company of Wisconsin, which was subsequently moved to Milwaukee and renamed the Northwestern Mutual Life Insurance Company.

STATE MUTUAL—MAIN OFFICE.

The Mutual Life is one of the few companies operating on the salaried manager system, with each local office a branch of the home office. The branch office at Worcester, located at 44 Front Street, is in charge of R. W. S. Negus, manager.

HENRY L. TRAFFORD.

Mutual Benefit.

In the latter part of June, 1897, in letters which crossed in transit, Henry A. Macgowan and Andrew B. McGown suggested to each other a trial of life-insurance soliciting as a vacation experiment. The trial was made with enthusiasm and met with such encouraging success that it was prolonged beyond the vacation period into the following winter, when the decision was finally made to make the venture a life work. The next step was the choice of a company to champion. After painstaking investigation and study, the brothers offered their services to the Mutual Benefit Life Insurance Company of Newark, N. J. The Central Massachusetts District Agency of that company was soon afterwards created and assigned to the firm of Macgowan & McGown as managing agents. The previous professional and business training of the members of this firm was of material help to them. Henry A. Macgowan is a graduate of Amherst College, and for five years had served as principal of the Marblehead High School and Academy. Andrew B. McGown was formerly a student at the Worcester Polytechnic Institute, and for some years held a responsible position as a machinery designer and sales agent.

In April, 1898, upon receiving their appointment from the Mutual Benefit Life Insurance Company, the new firm opened an office in the Day building in this city. The first man in Worcester to associate himself with the new office as a soliciting agent was William H. Larkin, who for many years had conducted a men's furnishing store on Main Street. Their business increased rapidly, and three years later the large and commodious office shown in the accompanying cut was fitted up for them by the late John E. Day, who, to the last, remained their staunch friend. Jan. 1, 1903, Macgowan & McGown were made direct general agents, and their territory was somewhat enlarged. For several years they have maintained branch offices in Lowell and Fitchburg. Merton N. Glidden, brother of the noted motor and balloon enthusiast, Charles J. Glidden, is in charge of the Lowell office as district agent. Dr. Henry A. Reynolds, the founder of the Worcester Reform Club and hundreds of other such clubs throughout the country, is the efficient district agent in charge of the Fitchburg office.

The Mutual Benefit Life Insurance Company, of which the firm of Macgowan & McGown are the general agents for central Massachusetts, is one of the oldest companies in this country, having begun business in 1845. In January, 1908, the company issued its sixty-third annual statement, showing over $450,000,000 of insurance in force, over $112,000,000 of assets, and $7,852,000 of surplus, inclusive of dividends payable in 1908.

As a result of a little more than ten years of hard and successful work, Macgowan & McGown have registered on their books about $4,000,000 of insurance. These policy-holders are scattered all over central Massachusetts, but among them are many of the most prominent citizens of this city. The members of this firm enjoy the distinction of being unusually large personal writers of insurance.

State Mutual.

The State Mutual Life Assurance Company of Worcester has had a long and honorable history. Incorporated in March, 1844, and commencing active operations in June, 1845, it is the fifth life insurance company in this country in order of incorporation, and the sixth in order of commencement of business. In its experience of more than sixty-three years the company has passed through many critical financial periods: the financial panic of 1857, the troubled period of the Civil War, the panics of '73 and '93, together with the times of boom and inflation which have intervened between these periods. In addition to the great financial changes which have taken place during this time, there have been radical changes in the insurance laws of Massachusetts and in the increase in the extent and scope of state insurance supervision generally. In short, we may say that the history of life insurance in Massachusetts is the history of the State Mutual Life Assurance Company.

Previous to 1861 there was no insurance legislation, and the adjustment of the equities of the various classes of policy-holders was entirely in the hands of the companies themselves. In 1861 was enacted in Massachusetts the first non-forfeiture law in the United States, this law providing that in case of the lapse of a policy

DANA M. DUSTAN.

A. A. PRICHARD.

there should be an automatic extension of the policy for its full amount for a definite term. In 1880 was enacted a second non-forfeiture law, which provided, in event of lapse, for automatic paid-up insurance and definite cash-surrender values on every form of policy. It may be interesting to note that this was the first law enacted in any state to provide for definite cash-surrender values. In 1900 and 1907 we have had further variations in the law.

The company commenced with a guarantee capital of $100,000, of which $50,000 was paid up in cash. This capital was retired in June, 1865, just twenty years after the company started on its career, and since that time it has been purely mutual.

It will be easily understood that in the early days the requirements of the company were modest indeed. The original offices were in the back of a book-store rather nearer Lincoln Square than their subsequent places of business. Later the company occupied a portion of the building at present occupied by Flint & Barker. After some years these quarters became too confined to meet the growing business of the company and for the proper preservation and safe keeping of its constantly increasing files, records and other valuable documents. In 1870 the company, together with the Merchants & Farmers Fire Insurance Company, built the handsome building at 240 Main Street, now owned by the Gas Company, and the two companies occupied the building till the growing needs of the State Mutual required the whole building. The company continued in this building till May, 1897, when they moved to their present commodious offices.

In the first executive were Hon. John Davis, president; Hon. Isaac Davis, first vice-president; Hon. Stephen Salisbury, second vice-president. Hon. John Davis was President during the period 1845-1853; Hon. Isaac Davis was President 1853-1882, a period of nearly twenty-nine years. Hon. A. H. Bullock was elected President in 1882, but died very shortly afterwards, and Hon. P. L. Moen was elected to fill the unexpired term to the annual meeting in 1883. At this meeting in 1883 President A. G. Bullock was elected to succeed his honored father. The company had practically the same board of directors from 1845 to 1882, and from this latter date the changes have taken place so gradually that it may be said that in its history of sixty-three years the company has had but two administrations. During the time President Bullock has been identified with the company it has made rapid and solid growth. The following details as to assets and liabilities will be of interest:

Dec. 31	Assets.	Liabilities.
1882	$3,099,248.51	$2,486,989.49
1907	29,845,723.08	28,286,361.96

The following give the company's income and payments to policy-holders (including death claims, matured endowments, dividends, etc.) in the same years:

Year.	Income.	Total Payments to Policy-holders.
1882	$501,068.39	$261,532.50
1907	5,923,868.43	2,985,368.78

MASSACHUSETTS MUTUAL—CASHIER'S OFFICE.

Finally as regards insurance in force, the company's records show the following amounts on Dec. 31st of years mentioned:

Year.	
1882	$12,016,346
1907	123,257,444

The conservatism that has always characterized the company is well known. For many years it confined its operations almost entirely to Massachusetts, and while it has gradually extended its field into other states, it has never sought to increase its business by the indiscriminate establishment of agencies at an excessive cost to the policy-holders, but on the other hand has been content with a slow but healthy growth, maintained at a reasonable cost.

While conservative, the company has always been progressive, far-sighted in perceiving the trend of the times and quick to act. In several ways, notably the adoption of new methods of conducting the business, and in the development of its policy forms, it has shown a determination to give its policy-holders and the insuring public the best there is to be had.

The latest move of the company has been along these lines. With increase in population, in wealth, and invested capital, the tendency in any country has been for the rates of interest earned to show a constant diminution. While the rates of interest earned in this country have not shown a very marked reduction in the past decade, the company has deemed it a measure of prudence and conservatism to adopt a lower rate of interest than has hitherto been used as a basis for its premium rates and for valuation purposes.

The present officers of the company are: A. G. Bullock, president; Thomas H. Gage, Henry M. Witter, George F. Blake, vice-presidents; Burton H. Wright, secretary; George W. Mackintire, treasurer; Edward J. Sartelle, actuary; D. W. Carter, assistant secretary; Chandler Bullock, general counsel; C. R. Fitzgerald, assistant actuary; Dr. Thomas H. Gage, consulting medical director; Dr. Albert Wood, medical director; Dr. Homer Gage, assistant medical director.

Conspicuous among the Life Underwriters of this city is our genial friend and co-worker, F. F. Hopkins.

Mr. Hopkins is the veteran life insurance agent of Worcester. For more than thirty-eight years he has been prosecuting his mission and the anticipations which he awakened in the minds of young men many years ago, when he induced them to take out endowment policies, have in goodly numbers come to be realizations. During all these years, Mr. Hopkins has not changed his allegiance, all of his service having been given to the State Mutual; in fact, only one man connected with the company, Dr. Thomas H. Gage, has been longer in its service than he. Mr. Hopkins is now nearly 73 years of age and is still in the business.

Among the men who have been connected with Mr. F. F. Hopkins' agency is Mr. Otis D. Arnold, who began as a representative of the State Mutual in September, 1899. Mr. Arnold's work was of such a character that he was appointed by his company April 1, 1900, as its general agent at Albany, N. Y., where he remained three years, when he returned to his old field in Worcester.

On June 1, 1907, Mr. Arnold was made manager of the home office agency, which position he now holds.

For the last two years Mr. Arnold has been a member of the Committee on Legislation of the Life Underwriters' Association, where he has rendered conspicuous service; certain commendable features of the present insurance laws of this State being due, in large measure, to his able and untiring efforts.

HENRY E. TOWNSEND.

THE NEW YORK LIFE INSURANCE COMPANY.

The New York Life Insurance Company enjoys the distinction of being one of the largest and best known of American companies.

It was organized in 1843, commencing business in 1845, and the field of its operations has come to be world-wide. The amount of insurance this company had in force Jan. 1, 1908, was over $2,000,000,000, the amount paid to policy-holders in 1907 being nearly $45,000,000. The local office of the New York Life is located in the Central Exchange Building, 311 Main Street, and is in charge of Mr. Henry Lester Trafford, who has acted as the company's general agent since December, 1894.

Mr. Trafford was born in Dartmouth, Mass., in 1863, and in 1887, when he was only twenty-four years old, became connected with the Equitable Life Assurance Society, under the firm name of Dunham & Trafford. They took an office in Boston, having the general agency for southeastern Massachusetts, including Rhode Island.

MASSACHUSETTS MUTUAL—AGENT'S OFFICE

From the beginning Mr. Trafford proved himself a successful producer of business and manager of men.

In his work for the New York Life he started out with a personal production of $150,000 to $200,000 per annum, and his largest year in that period has been $800,000.

LUDWIG JOHNSON.

The field under Mr. Trafford's immediate supervision includes the whole of Worcester County, and he has increased the business until to-day the New York Life has in force over $4,000,000 of insurance in the county, and collects annually more than $150,000.

Connecticut Mutual Life.

The Connecticut Mutual Life Insurance Company of Hartford, Conn., was incorporated June, 1846, beginning business in December of the same year. Its policy contracts have always been simple and direct, and the conduct of the affairs of the company conservative and careful.

The local representative of the company is Mr. Dana M. Dustan, special agent, with office at 340 Main Street, Room 604. Mr. Dustan is a graduate of Dartmouth, and has been principal of high schools and academies in Massachusetts from 1883 to 1901. He was then connected with the New England Publishing Company of Boston, Mass. In June, 1902, Mr. Dustan was appointed a representative of the Connecticut Mutual, and soon after took up his residence in Worcester.

The assets of the company Jan. 1, 1908, were $65,003,271.10, and the amount of insurance in force $174,716,005. It has paid out to beneficiaries since its organization $253,641,382.54, and received in premiums since organization $249,356,745.45.

National Life Insurance Company.

On November 13, 1848, a charter was granted the National Life Insurance Company of Vermont by the General Assembly of that state, and its organization was completed February 1, 1850. The first president of the company was William C. Kittredge. He was followed by Julius Y. Dewey, who served from 1851 to 1877, and in turn was succeeded by Charles Dewey, who held office till 1901. James C. Houghton was the next man to fill this office, and at his death in 1902, Joseph A. DeBoer was elected to fill the vacancy, which office he still holds.

Previous to his appointment, Mr. DeBoer served the company as actuary and second vice-president, and was thoroughly equipped for his position. Under his management the National has made rapid strides, and to-day stands among the leading insurance companies of the country.

During the past ten years the company's assets have increased from something over sixteen million dollars to more than forty million. During this time the insurance has increased 100 per cent., the income 114 per cent. and the assets 172 per cent. The fifty-eighth annual statement of the company, issued January 1, 1908, gives the following figures: surplus, $4,614,232; income, $7,675,564; new insurance, $18,107,111; assets, $40,354,241; insurance in force, $151,779,281.

The National has always had the reputation of looking after the best interests of its policy-holders.

Messrs. James T. Phelps & Company, 159 Devonshire Street, Boston, are the state agents for Massachusetts and Rhode Island. Mr. Phelps, who is at present the first vice-president, has been connected with the company for many years, having entered the office of his father, who was then at the head of the Boston agency, in 1857. To the efforts of this agency has been largely due the success of the company in this section of the country. It has the confidence of the insurance world, and stands in the front rank of the agencies of Massachusetts.

J. M. KILGORE.

The general agent for Worcester County is Arthur A. Prichard, whose office is in the Burnside building, 339 Main Street. Mr. Prichard is a native of Bradford, Vt., but has lived the greater part of his life in Worcester. He has represented the company for the past five years, previous to which he was with the Washburn & Moen Manufacturing Company, later merged in the American Steel & Wire Company.

Phoenix.

In 1851 several prominent men connected with the great temperance reform movement of that day conceived the idea of establishing a life insurance company with low rates, policy-holders to be only people of strictly abstemious habits. They secured a charter for the American Temperance Life Insurance Company. The incorporators were: Barzillai Hudson, a prominent leader in the crusade against alcohol; Benj. E. Hale, editor of

CHARLES E. TOWNSEND,
Boston.

ELI BOUCHARD.

the Fountain, a cold-water sheet; Thomas S. Williams, ex-chief Justice of the Connecticut Supreme Court; Francis Gillette, a noted Abolitionist in the formative period of the party, and for a year in the United States Senate; James B. Hosmer, philanthropist, who left large sums for public uses; Francis Parsons, a prominent lawyer, and Edson Fessenden, keeper of the Eagle Hotel.

Satisfied after a fair trial of ten years that, however correct the total abstinence principle might be, the attempted application of it ran counter to the inclinations of human nature, and the managers abandoned the temperance feature in 1861, conformed the rates and contracts to the common practice, and, with legislative permission, changed the name to the Phoenix Mutual Life Insurance Company.

Many of the risks taken under the original plan still remain on the books, and as a whole have perhaps justified the opinions of the founders in regard to the greater longevity of those who entirely avoid spirituous drinks.

The Phoenix is favored in having men of conspicuous ability in the management of its affairs, President John H. Holcombe and Second Vice-president and Actuary A. A. Welch, both being lecturers in the insurance course at Yale. The business of the company has had a healthy and gratifying growth, the amount of insurance in force Jan. 1, 1908, being $103,080,718. The Worcester office is located in the Central Exchange Building, 311 Main Street, and is in charge of Mr. Ludwig Johnson. Mr. Johnson began his work for the Phoenix as a special agent in 1900, and was made general agent in 1901. An interesting fact in relation to this agency is the large volume of business of Mr. Johnson's personal writing among the Swedish population of our city, amounting to more than a half million dollars, on over 450 lives, and mostly in $1000 policies.

Massachusetts Mutual.

The Massachusetts Mutual Life Insurance Company was incorporated by the State of Massachusetts in 1851, and took up its abode in humble quarters at the corner of Main and State Streets, Springfield, Mass. Thus installed, the initiative in a business way was taken without ostentation or loud acclaim, to lay the foundation for what was to become one of Massachusetts' greatest financial institutions. It now has 96,365 policies in force, insuring $215,946,050.

It is interesting to note that on account of the rapid growth of the company, it was obliged to move from the place where it commenced business to larger quarters, and now, after almost a half century, the company will

OFFICE OF THE EQUITABLE.

BENJAMIN B. SNOW.

soon move into a new edifice erected on the very spot of its first home.

The company has been exceedingly fortunate in having able management. In its fifty-seven years it has had four able presidents, but none greater than the late John A. Hall, recently deceased. Mr. Hall was a student of life insurance, and in a large measure to his high ideals, integrity of purpose and keenness of foresight is to be credited the commanding position which this company now holds in the insurance world.

To show that this company has been progressive as well as conservative, it needs only to be stated that during the last ten years it has more than doubled its assets and insurance in force.

H. E. Townsend, the company's general agent for central Massachusetts, has been with the company since April, 1889, being appointed agent for Milford, Mass., by the late James L. Johnson, then general agent for the company for western Massachusetts, including Worcester County. In June, 1891, Mr. Townsend came to Worcester and was soon promoted to district superintendent for Mr. Johnson, and in March, 1902, on account of the failure of Mr. Johnson's health, a new agency was formed to be known as the Central Massachusetts Agency, and Mr. Townsend was appointed general agent for that territory. When Mr. Townsend came to Worcester, the office was in the Chapin Block, Pearl Street. This was soon outgrown and more commodious quarters taken in the Knowles building, where additional space and improvements have been made, until it has reached the spacious and well-appointed offices which the company now occupy at 518 Main Street, and where callers receive a cordial welcome by the genial cashier, Miss B. Mabel Smith.

Northwestern.

The Northwestern Mutual Life Insurance Company of Milwaukee was incorporated March, 1857, and commenced business Nov. 25, 1858. Its organization at Janesville by Mr. Johnston and subsequent removal to Milwaukee, which occurred March, 1859, have already been touched upon. Like many of our great institutions, the history of this company is indelibly stamped with the personality of one man of master mind. When the removal of the company from its birthplace was projected, Samuel S. Daggett and Henry L. Palmer went to Janesville March 7, 1859, to consummate the arrangements. The next morning, when Mr. Daggett, the new President, met Mr. Palmer, he said, "See here, Palmer, now that we've got this thing, what are we going to do with it?" to which Mr. Palmer replied, "Well, I guess the best thing to do is to go up to the office and get what there is of it and take it to Milwaukee." When it came to the removal, a little black leather trunk, 30 x 20 x 14 inches, served as the sufficient receptacle for "what there was of it" to be carried to Milwaukee. From that day to the present time, Judge Palmer has been a moving factor in the development of the company. He was the chief legal adviser of the company for many years before becoming its President, and has been a member of the Executive Committee ever since it was created, June 28, 1859. January, 1874, Judge Palmer was made President of the company, and remained at the head of its affairs until July of this year, when he resigned. He may still be found at his desk at 8.30 in the morning every working day as chairman of the Executive Committee. When Judge Palmer became the chief executive of the company, its assets were $14,434,528, and the insurance in force $64,692,003. On Jan. 1, 1908, its assets were $232,819,246, and insurance in force $881,563,592. The Northwestern is a monument to the integrity, zeal and devotion of Judge Palmer, who, in the eighty-ninth year of his age, retires from its head.

The general agent for Worcester and Middlesex Counties is J. M. Kilgore, who has offices in the Day building, 306 Main Street. Mr. Kilgore began his insurance experience October, 1868, with the Old Widows & Orphans' Benefit, and was with the Metropolitan from 1872 to 1877, before that company had entered the field of industrial insurance. Mr. Kilgore was appointed general agent of the Northwestern January, 1881. On the completion of twenty-five years of service, Jan. 1, 1906, at a banquet of his agency force, Mr. Kilgore was

CHESTER E. GREENE.

the recipient of many complimentary and congratulatory messages, including one from John R. Hegeman, president of the Metropolitan, and a set of resolutions engrossed and framed from the officers of the Northwestern. Mr. Kilgore has been a large personal writer, and during the last few years has been having the pleasure of settling large numbers of endowments of his own personal writing in the earlier years of his work. Mr. Kilgore's sons, Fred H. Kilgore and J. Perley Kilgore, are associated with their father, having given the whole of their business experience to the Northwestern in this agency.

The Equitable Life Assurance Society.

HOME OFFICE, 120 BROADWAY, NEW YORK CITY.

This company will celebrate its fiftieth anniversary in July, 1909. It has been for many years one of the leading life insurance companies in the world, and is represented to-day in almost all civilized countries. In Massachusetts alone it has a premium income of nearly two million dollars.

The Worcester County agency is located in this city at 820 State Mutual Building, and has been for the past seven years in charge of Charles E. Townsend, general agent, with headquarters at Boston.

Mr. Townsend is an energetic insurance man who has never worked for any other company save the Equitable, having been a general agent for eleven years, out of the fourteen of his term of service. He is a thorough believer in the principles of sound life insurance, and under his management the Worcester County branch has always been successful and prosperous.

Mr. Townsend was President of the Boston Life Underwriters' Association in 1906, and active in securing the anti-rebate law. He is also a member of the Board of Trade of the city of Boston.

The present agency consists of ten active solicitors, all of whom are enthusiastic and take pride in the fact that they have produced and paid for more business during the first seven months of 1908 than for the entire year of 1907. The Worcester office is really in charge of Mr. Eli Bouchard, city supervisor, who has been connected with the Equitable for the past nine years and has reached his present position through devoted and loyal work. He is a successful solicitor and deservedly popular with his associates.

The Equitable reports nearly four millions of business in force in Worcester County.

Home.

The Home Life Insurance Company of New York, organized in 1860, is called in an editorial in the Brooklyn Eagle, dated Sept. 12, 1905, a model and a measuring rod for other companies. Mr. George E. Ide, the President, deserves great credit at the hands of the insuring public for the irreproachable manner in which he has conducted his company.

Senator Armstrong said on the floor of the Senate, after the investigation, that "the Home Life Insurance Company had conducted its business in such a wholesome manner as to attract the attention of the entire world."

This company has just established a general agency in Worcester County, with offices at No. 337 Slater Building, and has appointed Mr. Benjamin B. Snow general agent. Mr. Snow was born in Belchertown, Mass., Jan. 31st, 1880. Coming to Worcester, Mass., in 1900, he entered the life insurance business at the age of twenty, and has prosecuted his work with such zeal as to be selected for the above appointment.

The Home had insurance in force Jan. 1, 1908, amounting to $86,193,297, and had paid to its policyholders during 1907, $2,109,558.

John Hancock.

The John Hancock Mutual Life Insurance Company of Boston was incorporated in 1862, being the fifth in point of age of our Massachusetts companies. While this company has always been conservatively managed, it has also been progressive to a marked degree, as manifested by the rapid growth of its business, amounting on Dec. 31, 1907, to $459,520,754, thus giving it first rank among Massachusetts companies in amount of insurance in force.

Since its organization the company has paid to policyholders and holds for them over $100,000,000.

The Central Massachusetts General Agency was established in Worcester in 1899, with offices in the State Mutual Building, and has been in charge of the present general agent, Chester E. Greene, for the past nine years.

Mr. Greene was born in Victor, N. Y., Nov. 21st, 1874, and entered the insurance business in Buffalo, N. Y., in 1896. He advanced rapidly, being a large personal writer, and became general agent for his company in 1899 at the age of twenty-five, being the youngest general agent of his company in the country. The agency has been very successful from its start, and has a large list of policy-holders all through central Massachusetts.

Also representing the John Hancock is Mr. J. Harvey Curtis, the present secretary of the association.

Mr. Curtis began his insurance career with the Prudential in 1900. He commenced at the bottom as an industrial agent, collecting a twenty-five-dollar debit, which he succeeded in increasing, while at the same time maintaining his collections. At the end of six months' service, he was promoted to assistant superintendent, which is as soon as he was eligible, according to the rules of the company.

After working for the Prudential about a year, Mr. Curtis took a position as representative of the New England Mutual Life, with Mr. F. L. Hutchins, having an office in the Builders' Exchange. In 1903 he became connected with Mr. C. E. Greene, general agent of the John Hancock Mutual Life, since which time he has been an active John Hancock agent.

During these nearly nine years of insurance experience, Mr. Curtis has built up a general insurance business and has recently opened an office in the Slater Building, enjoying the reputation of being a successful insurance man.

The Provident Life and Trust Company.

The Provident Life & Trust Company of Philadelphia was organized in 1865 for the purpose of popularizing life insurance among the members of the Society of Friends in this country, and was patterned after the Friends Provident Institution of Bradford, England, which was operating with marked success. Happily, the Provident of Philadelphia was not made denominational in the sense that its business was confined to Friends, but its benefits were extended to all persons

who were considered desirable risks. Its charter provides, in addition to insuring lives, authority to act as executor, administrator, guardian, etc., which constitutes the trust feature of its business. The accounts of the

LESTER V. BAILEY.

insurance and trust departments are kept entirely distinct and separate, and the entire surplus in the insurance department accumulates for the benefit of the policy-holders.

On the first day of January, 1908, the total amount of insurance outstanding was $194,941,827 on 72,011 policies.

During the year 1907 the company paid to its policyholders $6,389,650.61.

The Central Massachusetts General Agency was established in 1898 with small offices in the Knowles Building, and the business steadily grew, necessitating enlargement of quarters from time to time. On April 1 the agency removed to its present commodious and convenient offices, Rooms 420, 421, 422 Slater Building.

The present general agent, Mr. Lester V. Bailey, was appointed January, 1904. Mr. Bailey was no stranger to the Provident, having been an agent of the company since January, 1892, and brought to his new work a fund of experience in the field, and enthusiasm for, and devotion to his company, the influence of which is felt by all who are connected with him. Mr. Bailey has associated with him Mr. W. Gray Harris as cashier, and Mr. Guy Francis Wheeler as his assistant in agency development, with a body of agents totaling twenty-two men. The territory covered by this agency includes Worcester County, a small portion each of Norfolk and Middlesex on the east, and a portion of Franklin, Hampshire and Hampden Counties on the west; also the State of Vermont.

Metropolitan.

The Metropolitan Life Insurance Company of New York commenced business January, 1867, and the facts as to the growth of this particular company furnish a forceful illustration of the development of insurance among all classes of people, inasmuch as the Metropolitan is the largest industrial company in the country, and ranks No. 6 in the matter of ordinary insurance. A review of its business for twenty years shows insurance in force January, 1888, $152,000,000; 1893, $311,000,000; 1898, $583,000,000; 1903, $1,219,000,000; 1908, $1,805,000,000.

The Metropolitan has at the present time nearly 10,000,000 policy-holders in the United States and Canada, over 40,000 of them being residents of Worcester and vicinity. Local interest attaches to the fact that Mr. Frank O. Ayres, fourth Vice-president of the company, is a Worcester County man. The Worcester District office is located in the State Mutual Building, 340 Main Street, and is in charge of Superintendent Edward A. Robertson, who has an agency force of forty-six men.

Mr. Robertson has been fifteen years in the insurance business, the last seven years being with the Metropolitan. He came to Worcester from Boston to take a district nearly twice as large as the one formerly in his charge.

The Prudential Insurance Company of America.

The Prudential Insurance Company of America, with home office at Newark, N. J., was incorporated April, 1873, and its trade-mark, the Rock of Gibraltar, is familiar to all. This company commenced business in 1876. Although the youngest of the companies included in this sketch, its growth has been so rapid that it holds the fifth place in the volume of its ordinary business, and is second in the amount of industrial business, having in force Jan. 1, 1908: ordinary business, $497,075,873, and industrial business $840,291,172. President John F. Dryden in his last annual report makes complimentary mention of the company's large staff of trained and loyal agents. The Worcester office is located in the Burnside Building, 339 Main Street, and is in charge of Mr. Thomas E. Godfrey as superintendent.

Mr. Godfrey began his service with the Prudential in

MR. BAILEY'S OFFICE.

W. GRAY HARRIS.

January, 1901, at Boston. After a term of service there he was transferred to Waterbury, Conn., where he served two years, from which place he was appointed to the Worcester office in April, 1907. Mr. Godfrey has charge of a staff of thirty-two men working throughout Worcester County, with a business on the books of about 20,000 policies.

These companies are comprehended in the membership of the Life Underwriters' Association, which is the scope of this sketch.

Other men not thus included are engaged in the life insurance business in Worcester and vicinity, so that the people of central Massachusetts are being constantly brought under the influence of this beneficent institution.

Large Policies.

Frank T. Heffelfinger, president, and Frederick B. Wells, vice-president, of F. H. Peavey & Company, Inc., of Minneapolis, Minn., owners of the largest grain elevator system in the world, have just taken out $500,000 insurance on the life of each, payable to the corporation, again signalizing the important place that life insurance is coming to take in the business world. Wise and far-seeing business men are coming more and more to recognize the importance of protecting a copartnership from the financial embarrassment possible in the event of the untimely death of one of the firm; and stockholders in corporations demand protection from the loss incident to the death of the men upon whose brains and experience depends the success of a venture. Frank H. Peavey, the founder of the above firm, left nearly $1,500,000 in life insurance, of which $1,000,000 was in one policy made payable to the firm. Geo. W. Vanderbilt is the only other man who has ever taken out $1,000,000 of life insurance at one time, although John Wanamaker, Rodman Wanamaker and others carry policies aggregating as much.

The Functions of Endowment Insurance

By W. Gray Harris.

The intensely practical side of endowment insurance is lightly passed over in the academic and theoretical discussion of the subject by sundry magazines and periodicals. These articles are as hazy in their considerations of the real functions of endowment insurance as they are clear in the demonstration of the magazine writer's inexperience with the subject. The usual article with which the reading public is served emphasizes the lesser points to the total exclusion of the more important and argues from a faulty premise to a general conclusion.

The average young American has the reputation of being proverbially and actually extravagant in the use of money. He is surrounded with the most modern facilities for extracting dimes and dollars that the world has ever seen. The inherent desire to do as his neighbor does adds impetus to the tendency and, relying on the excuse that the cost of living is higher than ever before, goes forth to spend, not according to his reasonable needs, but according to his earning power and frequently in excess of it. It is a matter of history, too pertinent to be comfortable, that upon the pillar of thrift and economy has rested one corner of all national temples. The nations that have allowed this pillar to be undermined have found the structure of national welfare crumbling about their heads. France in days of old lifted her burden of debt with the frugal savings of the millions, and we, as a nation, in our wealth of resource, and astute methods of handling modern problems, should heed the call of certain voices that are crying to us out of the future.

What means, then, can be provided whereby the young man will feel the absolute necessity, the compulsory restraint of thrift? National and savings banks have no personal interest in your deposit beyond the desire that it should be as large as convenient. The average savings bank account is less than five hundred dollars, and it could be many hundreds more if personal initiative and prevision of the needs of the future demonstrated the necessity. Co-operative banks and build-

PROVIDENT LIFE AND TRUST—CASHIER'S OFFICE.

PROVIDENT LIFE AND TRUST—AGENT'S OFFICE.

ing associations serve a splendid purpose, but here, too, the value of the saving is afforded only to those who have initiative and persistence to carry out the plan.

It remains for the endowment policy in its multitude of forms and prices to establish personal, persuasive and compulsory saving habits so valuable to the young and so indispensable to the old.

Looking at the history of life insurance we find that it dates practically from the year 1762, when sufficient attainment had been made in the actuary's science to allow the Old Equitable of London to insure lives under premiums which were called "level," which means paying the same amount of gross premium each year. This was the straight life policy and was none too convenient at best, since the holder must pay during his entire lifetime, which might be inconvenient in many instances, particularly if the insured attained considerable age. The first improvement on this plan was the limited payment life plan, either ten, fifteen, twenty or more payments, after which no more premiums would be paid and the policy running for the lifetime of the individual. Here again, death was the only limit of the contract in its completion, and the time of death in any particular individual can not be predetermined. So the limited payment life plan, while an improvement, was still indefinite.

It remained for the endowment plan as it is sold today to represent the latest and highest development of actuarial skill. It combines protection and economy in one contract, in a manner unknown to any other form of insurance or any other form of investment. As broad and complete as life itself, it meets every contingency, perpetuating itself by the very interest that its maturity suggests, enforcing savings under circumstances when other forms of life insurance would have a tendency to lapse.

The functions of endowment insurance have been outlined in the broader sense, and it remains to show that there should be a choice among the multitude of endowment forms in order best to adapt these functions to actual individuals. It is clear to both the sceptic and the believer in endowments that the long-term endowment is more desirable for the young man than the shorter-term endowment: to the sceptic because the premium rates more nearly approach the life rates; to the believer because the greater amount can be carried at a given age for the same premium that buys less insurance of the shorter term. The long-term endowment is the normal endowment and the difference between the premiums of this plan of insurance and the ordinary life plan is a negligible quantity in any case, and particularly so when the difference in periodic values is noted.

It is natural that the financial tremors of the life insurance investigation and the ensuing confusion of opinions should lead the public to think that no matter what they were buying in life insurance, they were certainly paying too much for it. The idea that life insurance will some day cost but a trifle as compared with its present price is a notion that will be buried in its unrealized form with every man who entertains it. Twenty-year endowment policies, the kind which the impatient youth has bought so freely, comes in for the brunt of the criticism because the premium was so much more than the ordinary life rate. As good a form as the twenty-year endowment form is, it is not the best form for the young man to buy who wishes to get the wisest value for his money, because the protection element is too small in comparison with the saving element.

Novices, arguing from this special proposition to the general proposition that endowment insurance in toto is not the wisest insurance to buy, immediately launch fallacious arguments based on the premise mentioned. They say the policy-holder pays for protection and endowment and gets but one value in any case, and a multitude of such platitudes. In the wake of these faint flutterings of reason come the ambitious insurance reformers and magazine writers, who for the most part are not able to distinguish between dividends and premiums in their conversation, and who, like the term in-

EDWARD A. ROBERTSON.

surance they recommend, soon lapse into silence or are converted to the sounder influence of substantial reasoning.

To the average reader it is obvious that the greater part of the criticism has been against the short endowments which do not fit every case where insurance is needed any more than certain sizes of shoes fit every foot. Twenty-year endowments cost from $48 to $50 a year at age 30; life policies at the same age $22 to $23.50 yearly per thousand. For the young man 20 to 35 years old there is in any company a rate somewhere between these two which more nearly approaches the life rate and yet gives the endowment feature. Against this form of endowment there is no argument known. The young man feels interested in a policy which at a certain age, 60 or 65, he can be sure of maturing, and any company will sell him such a policy for about $4 to $6 more a year than the life rate.

The cash and loan values, too, are always better, a point which is always appreciated when the development of unforeseen emergencies makes it necessary to take advantage of them.

As a recent writer has said, "An endowment policy is a sure incentive to save money. One reason is the recurrence of the premiums at regular periods, and another and perhaps stronger reason is that small amounts are readily invested in this way, while, as is well known to investors, it is difficult to invest small amounts by ordinary methods. Extended observation justifies the assertion that, in most cases, the matured endowment received at the beginning of old age represents money which would not otherwise have been saved. Further, it must be remembered that money invested in an endowment policy is lifted above the hazards of business."

Furthermore the persistence of the endowment develops one of its greatest functions. The one thing supremely needful in life insurance to-day is persistency. Cost, kind, and every other consideration are insignificant in comparison with it. Endowment insurance fosters persistence by its very nature and lends itself to a satisfactory termination of the contract. The function of endowment insurance is to make attractive the compulsory process of saving and the practice of self-denial as may be needful, while at the same time protecting dependent interests in the event of premature death of the insured.

The modern printing-press in its accurate adjustment to handle all sizes, widths and thicknesses of paper, producing satisfactory results with a minimum of time and power as compared with the old foot-power press, finds a ready counterpart in the economic balance of time and money as secured by the wisely-written, well-placed endowment policy.

The pendulum of popular indiscretion has swung farther astray than usual during the seismic agitation of the Armstrong investigation, and without commenting upon the unquestioned services performed by that committee, it may be our privilege to make the prophetic statement that the future will see the insuring public wake up to the fact that cheap term insurance, with its great tendency to lapse, with its uninteresting finalities, and increasing cost smacking of assessmentism, should serve the purpose for which it was originally intended, namely, incidental and temporary necessity, and that the functions of the endowment policy, properly adjusted to the individual case, really incite thrift as no other method of saving yet promulgated has ever done.

Life Insurance Agents.

Their Tribulations and Triumphs.

By Henry A. Macgowan.

I suspect that the subject assigned to me owes its form to the pleasing alliteration of the words "Tribulations and Triumphs." In a broad sense, however, they suggest in inverse order what I propose to write about, namely, the joys and sorrows, the lights and shadows, the encouragements and discouragements, the successes and failures in the vocation of life insurance agents. To successful soliciting agents and to general agents, who usually are also successful personal solicitors, both tribulations and triumphs are pretty sure to be generously allotted in the course of a year.

What are some of the tribulations of life insurance agents?

One is an agent's occasional loss of respect for his vocation because of some heartless rebuff.

A second is inherent in the business. A life insurance agent must create in the minds of reluctant and unwilling men and women a compelling desire for his insurance policies and a willingness to make sacrifices to pay for them. The uncertainty of accomplishment in particular cases too often makes the task seem hopeless, and the solicitor spells failure for himself before making a real fight. It is a pity that so many men have to be coaxed and wheedled into doing their duty. The Scripture saith, "He that will not provide for his own is worse than an infidel," and I take it that adequate provision is meant.

There are many kinds of men for the agent to win. There is the specimen who boasts that he always took care of himself, and his folks (perhaps young children and a sickly wife) can look out for themselves. There is the man who boasts that he can invest his money better than any insurance company can handle it for him. Usually he is what the craft label "a wise guy," and the chances are that some brother-in-law or benevolent society will have to pay his funeral expenses. Another curious specimen is the man, often shrewd and resourceful, who will make out all right if the grim Reaper passes him by long enough, who says he believes in life insurance and will insure some time when he has things coming his way, but in the meantime he will take the risk. Why cannot it be hammered into his shrewd head that it is not he but his helpless family that is taking the risk?

It has been said that there are more pockets than hearts, and that it is unfortunately easier to appeal to the avarice of men than to their consciences. Too often the honest and deserving representatives of the very best companies are denied a hearing and business is given to men offering only specious, speculative, gold-brick or stock-jobbing propositions in which misrepresentation and lying estimates are an essential part of the canvass. Herein is a genuine tribulation.

An ever-recurring difficulty springs from the nature of a solicitor's work. He must depend almost wholly upon his own will-power and initiative to keep at work. He must maintain a systematic canvass for new prospects and a skillful following-up of old ones. Being his own master, he needs to be a stern one, and to be hard on one's self is not natural for most men.

"Lean streaks" is a term in the parlance of life insurance men for periods when things go wrong, when the agent cannot seem to get business, or his applica-

tions are declined. "Lean streaks," the last tribulation which I shall mention, drives from the business more would-be life insurance agents than all other causes combined. "Lean streaks" come to all life agents, and it is only by thrift and forethought that they can be endured. The "lean streaks" of his solicitors are a sore trial to a general agent and his greatest tribulation, for wise financial help at such a time may save a good agent, while injudicious assistance entails loss and worry, especially if the general agent is not possessed of ample capital and must make up for losses by harder personal soliciting himself.

Triumphs.

It is more pleasing to talk of the advantages, the joys, the successes, the triumphs of life insurance agents. What are some of them?

One of the great advantages of our vocation to a would-be soliciting agent is that it requires little capital to engage in and is open to all. Very few men deliberately abandon other vocations for that of life insurance soliciting. In the case of most agents the entry into our business was half accidental, the first trial of it having been made during a vacation, or while out of work, or because of ill health, or perhaps as a side line to a regular occupation. Many a man who had previously experienced only indifferent worldly success, having been a sort of square peg in a round hole, has found in the vocation of life insurance his opportunity for splendid service to his fellow men and has thereby won for himself a rich reward. As one thinks over the names of the successful life insurance men, one will be struck by the large number of ex-teachers, clergymen, doctors, lawyers and merchants among them.

Our vocation is most fortunate in that it develops the very best in a man. What better thing can one man do for another than to get him to assume the obligation involved in the insuring of his life for the benefit of wife and children? The life insurance solicitor appeals to two of the best qualities in the make-up of a good citizen, unselfishness and thrift. When a man insures his life he deliberately denies himself the use of a certain part of his income for what can only benefit others if he dies. Happily most modern life insurance policies contain endowment provisions, so that while a man generously provides for dependents when he insures, he at the same time provides for his own old age, should he be spared to enjoy the benefits of his self-denial and thrift. The high-minded life insurance agent, and there are many such, finds his greatest satisfaction in the consciousness that he is doing good while earning his livelihood, and in this consciousness is the best offset to the many difficulties and discouragements that beset his work.

It is no mean advantage to be engaged in an occupation that calls for constant study and that is always pitting one against bright minds. Life insurance is a science. No weakling in intellect can master its intricacies and explain correctly to clear-headed men the many policy forms, privileges, guarantees, rates, dividends and other details of contracts; and only a man of some considerable force of character can achieve even tolerable success in securing applications. The successful agent may therefore take a justifiable pride in his triumphs of intellect and character. His achievements are praiseworthy.

The well-informed agent exults when he reflects that the record of integrity in the management of life insurance companies is unparalleled in any other line of business. He points with pride to the fact that among established old-line companies there has been no failure in a quarter of a century; and that while one of the most successful savings banks, after seventy-two years, can show a grand total of amounts paid to and held for depositors equal to $81,000,000 in excess of deposits, two mutual life insurance companies, after sixty-two years, show a grand total of amounts paid to and held for policy-holders and their beneficiaries equal to $120,000,000 in excess of all premiums received.

An agent is triumphant when he realizes that there is still a great work to be done which he alone can do. Figures were recently published showing that out of 5164 persons deceasing in a Pennsylvania county in a period of six years, 4599 left no estates at all. Many of these 4599 persons may have left some life insurance, but even so, it only proves the need of it. No life insurance company in this or any other country ever achieved any real success without agents, for the business of life insurance is essentially one of persistent solicitation. The work of the agent is arduous and often irksome and thankless, but it is *essential* to the prosperity of a great, beneficent and necessary institution. It cannot be denied that the life insurance solicitor "helps to solve one of the world's greatest problems—the elimination of pauperism, ignorance, degeneracy and crime, that so often follows in the wake of insolvency." For an agent there need be no age limit. So long as he keeps a clear head and a cheerful heart he may continue to be "a positive economic force" in getting new and keeping old business.

Not infrequently it is the privilege of the life agent to deliver to some worthy man a goodly check in settlement of the endowment policy taken out years before to protect dear ones against those two dreaded calamities—untimely death and indigent old age. To most men these checks stand for the only substantial saving they have ever made. The regular systematic premium paying has brought results that are never realized by voluntary and spasmodic methods of saving. Again when the agent is called upon to pay over to some perplexed and sorrowing woman the proceeds of the insurance provided by the generous self-denial of the husband and father stricken down by the hand of Death, he experiences another sort of triumph in the realization that his life work is one that ministers to human happiness, softens the burdens of affliction and makes the world a better one to live in.

It is apparent that the triumphant aspects of a life insurance agent's vocation are clearly in the majority, and his future is bright. The recent investigations of certain companies and the "fiery-eyed" legislative inquiries of so many states into the life insurance business as a whole, has purged it of evils that were becoming fastened upon it; extravagances have been eliminated, tontine and speculative forms of insurance have been discarded, new and more generous policy contracts have been promulgated, faulty managements have been reformed, weak ones strengthened, and good ones have been endorsed and encouraged to greater achievement. Never before were life insurance companies so deserving of public confidence, and the institution of life insurance is bound to enjoy in the future a greater popularity and usefulness than ever, in which the faithful agent will play his essential and important part.

September Trade Conditions

Reviewed by O. C. Ansley of R. G. Dun & Co.

All indications point to an improvement in the general commercial situation. While the actual volume of trade has not increased in proportion to the confidence, the movement is in the right direction. Resumption of work at many of the manufacturing plants has slowly but steadily diminished the number of unemployed. Local freight tonnage has increased and August bank clearings show an improvement of about five per cent. over the previous month, and a loss of but eleven per cent. over the corresponding month a year ago. Retail trade, while not so large as last year, on the whole has been very satisfactory. Fall openings have been largely attended.

Jobbers of notions and small wares are finding a more active market among county merchants. The machine business continues to recover slowly and shows no improvement the past month. The wire industry is considerably better, plants have been slowly increasing their help and wire for manufacturing purposes is in good demand. Comparison of failures:

1908.

	No.	Liabilities.	Assets.
January,	17	$86,506	$31,967
February,	8	56,123	6,201
March,	9	52,999	15,485
April,	14	488,293	140,950
May,	3	5,608	2,415
June,	3	233,573	96,250
July,	7	80,308	42,950
August,	7	9,288	2,514
September,	10	57,833	16,537
Totals,	78	$1,070,531	$355,269

1907.

	No.	Liabilities.	Assets,
January,	13	$102,313	$35,265
February,	6	60,576	16,978
March,	9	61,679	7,712
April,	12	298,591	141,673
May,	6	32,454	10,370
June,	10	19,843	2,830
July,	4	25,341	17,670
August,	2	22,260	9,510
September,	3	7,200	2,000
	65	$630,257	$244,008

Current Events—Aug. 25-Sept. 24

General City Happenings.

August 26. Annual outing of Worcester Milk Dealers' Association at the Fair Grounds; address by Secretary J. Lewis Ellsworth.

27. Boston & Albany Railroad begin additions to roundhouse on Bloomingdale Road, to accommodate a larger type of locomotive.

30. Fresh Air Mission closes its clean milk station, after most successful season, which began July 6.

31. First fall rehearsal of Festival Chorus, Dr. Arthur Mees directing.

September 1. Worcester Workshop for the Blind opened at 194 Front Street.

2. Worcester Continentals visit Portland, Me., Mayor Logan accompanying them.

4. Contract to remove buildings from Washington Square between Oct. 1 and Jan. 1 next awarded to Mr. S. I. Howard.

7. Labor Day parade of 2000 members of labor unions; New England Fair opens with attendance of over 25,000.

10. New England Conference of Churches of Christ meets with Highland Street Church for three days' sessions. Holy Cross College opens with large attendance, Rev. Thomas E. Murphy, S. J., the president, officiating in the college chapel.

11. New England Fair closes, with total attendance of nearly 65,000, and receipts of over $20,000.

12. First week of public schools of city shows decided advance in enrollment over last year.

14. Worcester County Beekeepers hold third annual exhibition in Horticultural Hall.

15. First fall meeting of the directors of the Y. M. C. A. Encouraging reports of the summer work presented.

16. Opening of Clark College, with 58 freshmen, and of the Polytechnic Institute with 160 in entering class.

Annual meeting of Worcester Gas Light Company; Mr. Charles D. Lamson continues as president and general manager; capital stock to be increased by new issue of $200,000, up to total of $1,000,000; aggregate dividends 11 per cent.

17. Worcester County Mechanics Association votes to hold exhibition next winter; 142 new members added since last April. Federation of Men's Societies meets in Union Church.

19. Tag Day in aid of the new building for the Hahnemann Hospital; over $16,000 raised, including gift of $5000 from Mr. David Fanning.

21. Boys' Club opens for new year's work, with enlarged equipment and full enrollment.

24. The City Guards celebrate sixty-eighth anniversary, holding a shooting match at the new rifle range and evening banquet.

Personal.

August 26. Captain John J. Rogers re-elected State President of the A. O. H.

30. Rev. Thomas H. McLaughlin of Adams named as the successor of Rev. D. J. McGillicuddy at St. Stephen's. Hon. A. S. Roe, State Commander of the G. A. R., goes to Toledo for annual national encampment.

September 3. Prizes for designs for Festival books awarded to Philip Lyford, Miss Angela A. Goddard of Spencer, and Miss Evelyn Slye.

11. Mayor Logan attends meeting of National Playgrounds Association in New York, of which society he is Vice-president.

16. Dr. R. H. Goldthwaite, ambulance surgeon, resigns to accept a position in the United States army.

24. Dr. Walter T. Clark, former city physician, dies in Portland, Me.

City Hall and Departments.

August 28. The Aldermen give hearing on franchise to Consolidated Street Railway Company to transport gravel from Home Farm.

31. The Assessors give to the City Treasurer warrant for collection of taxes totalling $2,275,108, allowing overlay of $62,000. Increase of taxable property over last year, $4,575,838.

September 1. The Aldermen vote to grant franchise to Consolidated Road for trolley freighting gravel from Home Farm over spur track.

16. New rifle range in Shrewsbury completed and inspected by the city officials.

21. First meeting of the City Council after summer vacation. Mayor Logan sends twelve messages, concerning the widening of Cambridge Street and Sutton Lane, the Beaver Brook playground, progress on the Middle River Road, better sidewalks, a new pipe-yard, an aerial truck and water tower for Fire Department, and new catch basins and covers. A loan of $17,000 for fire apparatus is authorized, appropriations of $38,222 made, and a large amount of routine business accomplished.

Like some of Worcester's stores, though with no such bewildering variety of exhibits, there has been a "fall opening" in the Board of Trade rooms. Possibly the new sign which now greets the uplifted eyes of passers-by at the corner of Main and Foster Streets has something to do with the welcome increase of callers. The ordinary masculine type of visitors has been happily varied of late, owing to the display of cover designs for the Musical Festival publications upon the walls of the Directors' room; the predominance of feminine beauty in those works of art has been matched by a similar majority of ladies in attendance. Worcester is to be congratulated not only upon its triumphs of musical skill, but also upon every effort made to develop artists of the pen and brush.

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It is not intended that this Corner be monopolized by monologue; the Secretary will hope to pass along from time to time some of the remarks and discussions of matters of common interest which go on here. For instance, he would like to share with his readers some of the appreciative words spoken about the last number of the Magazine. "Those photographs of the Fire Department are marvelously fine," remarked one caller; "that frontispiece especially is a real work of art." Said another, "Mr. Comins' story of the department told just the things people do not know but want to find out." This commendation of its popular value is confirmed by a request from Fire and Water Engineering, the leading technical journal of its kind in the country, for permission to reproduce the article with its pictures.

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"If your Board of Trade wants to build up Worcester by aiding new industries, let it give sympathy and help to young men just beginning, and to enterprises which have a good thing on hand but not enough means to develop it." Thus spoke a successful manufacturer of another Massachusetts city, whose concern today is one which any commercial organization would eagerly welcome as a seeker for a new location. "On many accounts I wish my factories were here in Worcester; it is where they naturally belong; and when I was beginning I did my best to get help and encouragement here, but found none. I believe that boards of trade make a mistake when they turn down young men with small enterprises and spend all their efforts in running after big concerns who may be sending out feelers for a new location." Was this manufacturer right or wrong in his judgment?

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"What's this thing you fellows are trying to get up about the exhibits at the Fair?" came in abruptly over the telephone one afternoon recently. Inquiring the identity of the speaker, the Secretary discovered a representative of a concern that had a small display in the industrial exposition, and began to explain the attempt of the Magazine to give publicity to the efforts of exhibitors by having photographs of all exhibits taken at its own expense, and offering to provide a cut to accompany a description of the display, in case the exhibitor was willing to co-operate by meeting a reasonable charge for the expense in which the Magazine would be involved. "That's no good," came the immediate response; "your Board of Trade isn't doing a thing for anybody; you're all dead, and you ought to be buried!" "But we believe in the resurrection of the dead," was the Secretary's reply; "don't you think it might be better to revive the Board, if it is as dead as you think, instead of burying it?" "Oh ———!" was the only reply to this suggestion, with a delicate allusion to a locality where it is popularly considered desirable but hopeless to maintain fire departments. Unwilling to abandon the discussion at such an unpleasant point, the Secretary continued, "Just exactly what do you want the Board of Trade to do for you? We are trying to find out how to make ourselves of service to Worcester business men; if we do not know how, and any one else does, we wish he would tell us." "I can tell you what to do mighty quick! Are you going to be in your office the rest of the afternoon?" On receiving an affirmative reply the promise came, "I'll see you before six o'clock." That was several days ago, and the Secretary is still in ignorance of what needs to be done.

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Such a complaint is important—if true. Dead things belong under ground. The Secretary, however, has no ambition to become an undertaker. Once upon a time, when he was being installed as pastor over a church, the speaker, who was addressing the congregation, remarked to them, "Remember that you have not hired this man to drive a hearse; if that is what you want, you have not the right kind of man." With no reflections whatever upon hearse-drivers, whose business is just as honorable and important to a civilized community as that of a locomotive driver, the Secretary feels to-day no anxiety as to his immediate task. If this Board of Trade is dead, it is unaware of the fact, and there are indications that it is about to prove a very lively corpse.

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The best thing that has been said on this subject in the Corner in recent days was the remark of a business man, made about fifteen minutes after the above telephone dialogue. He also was an exhibitor at the Fair. He is engaged in trade in another place, but is just opening a branch in this city. "Worcester is a fine city," was his expressed judgment, "and I like the people here; but your business men do not seem to work together as they do in ————," naming a much smaller neighbor of Worcester, "where they are doing a great deal all the time to help one another in the general prosperity of the city. All the trouble here, however, is that the business men need to wake up and take hold together."

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers.

President, George F. Brooks. *Vice-President*, J. Russel Marble.
Secretary, John L. Sewall. *Treasurer*, Samuel D. Spurr.

Directors.

George F. Brooks,	Clarence W. Hobbs,	John J. Power,
George F. Booth,	John W. Higgins,	Edward J. Cross,
Irving E. Comins,	Winthrop Hammond,	Dr. Thomas Howell,
J. Russel Marble,	William Forsberg,	Charles T. Tatman,
Thomas T. Booth,	Victor E. Edwards,	Charles L. Gates,
Frank S. Blanchard,	Arthur O. Young,	Clinton S. Marshall,

Herbert H. Fairbanks, William Woodward.

Clerk of the Corporation, William H. Sanford. *Auditor*, H. Ward Bates

The September Meeting of the Directors

The first gathering of the directors for the autumn was Sept. 17. The attendance was small, but a large docket of business was taken up and successfully completed. Under unfinished business several reports of committees were received and acted upon, the question of exorbitant express rates between this city and Gardner being recommitted to the Transportation Committee. Under new business the directors approved the plan of group committee meetings, and ordered a committee of five to perfect details of the Board of Trade excursion to Seattle next summer in connection with the Alaska-Yucon Exposition, and to co-operate with the Secretary in securing patronage; the chair appointed Mr. A. W. Parmelee, Mr. G. F. Booth, Hon. W. A. Lytle, Dr. Thomas Howell and Mr. F. S. Blanchard.

The Committee on New Enterprises, after a special meeting on Sept. 16, made a report concerning the further encouragement of an industrial exposition, and the directors adopted the following important minute:

Whereas, the Board of Trade, at its last annual meeting, heartily endorsed the movement for securing an exposition of the industrial products of Worcester, and has seen with great satisfaction its successful beginnings at the recent New England Fair and Board of Trade Exposition:

Resolved, That a committee be appointed by the Chair to co-operate in any feasible manner with the officers and directors of the Worcester Agricultural Society, with any other organizations, and with any individuals interested in this project, in any measures proposed for securing additional space for an enlarged exhibition next year.

The plan for a mechanical and electrical exhibition of the Mechanics Association was cordially endorsed, and referred to the same committee on industrial exposition; this matter was placed in the hands of the Committees on Manufactures and Mercantile Affairs.

Membership for the Board of Trade was voted in the American Civic Association and in the National Municipal League, and the question of securing additional room for storage and for a cloak room was referred to the Ways and Means Committee.

The matter of a more complete marking of manufacturing establishments along the line of our railroads was discussed; it was felt that there would be great gain in the matter of advertising Worcester if every factory visible from the railroad could display a sign telling of its character. The Secretary was directed to call the attention of manufacturers to this matter, and encourage in all possible ways progress in this direction.

The Group Committee Meeting.

The plan outlined in the Secretary's Corner of last month was successfully inaugurated on Thursday evening, Sept. 24. Seven of the regular committees and one special committee were represented, twenty-five members in all being present. The evening proved an unfortunate one on account of other engagements for a number of the members, but several of the committees had full attendance and spent the evening pleasantly and effectively in planning new work. "If you were to carry out all the plans we have been talking about in our committee," remarked one member to the Secretary as he was departing, "it would keep you busy for the rest of the year." That is the kind of committee work which counts. The social features of the evening proved to be exceedingly pleasant; some chairmen of committees had the pleasure of being introduced for the first time to fellow members of the Board who were on their committees. As an outcome of the evening some important recommendations will be made to the directors at their next meeting, and other matters have been outlined and put in shape for progress at some future time. One of the most important committees, unfortunately, did not have a single representative present; they will be given a chance to redeem themselves later, when the remaining committees are called together for a similar evening.

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Association of Commercial Executives.

This body of practical workers in boards of trade and similar commercial organizations met first a year ago at Harrisburg, Pa., and includes in its membership about a score of organizations, mostly in New York, Pennsylvania and New Jersey. Its annual gathering is strictly for the discussion of the most important and difficult problems of such bodies, being throughout, as it is called, an "experience meeting." The Secretary of the Worcester Board of Trade has received a very kind election to membership, and is to attend the coming meetings at Atlantic City Oct. 1-3. He has also made arrangements to publish in the November Magazine the full official report of these meetings, which will include the discussion of the following topics: "Advertising for Cities"; "A National Commercial Organization"; "How Can a Sense of Pride in the Growth and Development of a City be Awakened in the Conservative, Selfish, Non-progressive Citizen"? "To What Extent Should a Commercial Organization Participate in Financing Local or Imported Manufacturing Enterprises"? We feel able, with our present facilities, to report fully this gathering without in any way lessening the space for our regular local departments and affairs; and we are confident that the thoughts which will be brought out upon such questions as are included in the above programme will be most valuable as well as interesting for all our readers.

SPLINTERS

No fair could ask fairer weather than gladdened the "Heart of the Commonwealth" Sept. 7-11.

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Requests for registry blanks for space to be rented and land awaiting factory builders are slowly coming to our office, but we need more such information if we are to be of any practical service to new enterprises.

President Denny of the Mechanics Association is a walking dynamo; things will surely move under his administration.

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The following new members have been added to our list in the last few weeks: The new Secretary of the Board and Mr. Elisha S. Knowles, secretary of the Worcester Agricultural Society, proposed by Mr. C. H. Bosworth; Mr. Henry C. Henchey, in the office of the United States Envelope Company, proposed by Mr. Louis H. Buckley; and the following, proposed by the Secretary of the Board: Mr. Daniel E. Denny, president of the Worcester County Mechanics Association; Mr. Joseph Beals, clerk of the Worcester School Committee; Mr. Charles E. Hutchins of the Tyler Business College; and Mr. J. F. Healey, city passenger agent of the Boston & Maine Railroad. When Mr. Buckley and his associates on the Membership Committee get some of their new plans working, we expect to have to reserve one column a month to record their achievements.

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Texas evidently believes in coupling industrial exposition with agricultural displays, according to the announcement of its approaching state fair at Dallas. Here is the description of its latest addition:

> The new agricultural building represents an investment of $35,000. In dimensions it is 84 x 375 feet, and is provided with every modern convenience, including rest rooms and parlors for lady visitors. It is the home of the farm and the mill, the apiary and dairy products departments, and indications are that it will be filled to overflowing with the produce of the soil of Texas and displays of several great manufacturing plants of the State. In one end of the building will be a broom factory and a shoe factory in operation; shoes will be made from the leather patterns and will be finished complete.

We doubt not that at the end of that first year's use of this new building there will be a demand for additions to it for another year, which will be promptly met.

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Springfield needs no more advertising. One of its bootblacks has been robbed of $325 by an old flimflam game. The city which has such easy millionaire bootblacks will soon be known to the entire world without half trying.—Worcester Telegram.

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Texas commercial secretaries are a lively looking lot of fellows, according to their pictures in the Fort Worth Star, in the interesting account of their recent convention in that city. Lower freight rates, protection from losses by floods, better roads, opposition to convict labor as competing with free labor, provision for higher taxation for school revenues, improvement in river navigation, the establishment of a cotton bagging mill by the State, and the building of cotton mills by private enterprise, and finally the establishment of a bureau of agricultural statistics,—this is a programme which only hustlers could seriously contemplate. Texas evidently has some secretaries who measure up to the magnitude of her area.

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In order to give our amateurs the benefit of October's fine atmosphere, which we trust will be an improvement upon September's murky skies, we have extended the time limit of the photographic competition until Nov. 1. Some very fine views have already made their appearance, but we are expecting a much larger participation.

The value of an individual to society depends on his contribution toward human advancement. This advancement may be intellectual, moral, scientific, aesthetic, social, or in any department of human activity that tends directly or indirectly to heighten human happiness. He who gives more than he receives is a social benefactor. He who takes more than he gives is not only a burden, but tends to depress the race to a lower level of development.—Westminster Review.

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In the Up-to-the-times Magazine of August from Walla Walla, Washington, Hon. George E. Kellough contributes some interesting reflections upon his experience of two years as Mayor of that city. Among other remarks are the following:

> One thing I learned as Mayor is that the worst kickers do not always make the best citizens. When the Mayor and Council did the right thing, no one came to them with any words of encouragement; but when they happened to get off wrong on any measures they were immediately and loudly condemned by many ratepayers. Such a condition of affairs is hardly right. In my opinion citizens should talk more to their city officials, encourage them, and give them the benefit of their views. Such work as this is bound to be appreciated, and it will help city officials out of some of the difficult positions they get into. When you elect a city officer, do not think that your duty is done when you vote for him; it is surely your further duty to stand with him throughout his term and assist him every way you can to give a good, fair administration.

We wonder if some eastern mayors would not say "amen" to such sentiments.

Among Our Exchanges

Two new exchanges have just come to our table, and are welcome for the spirit which they show and the information they bring. Rochester sends out the first number of Commerce, issued by a publicity bureau, with Mr. Ralph T. Olcott as manager. In its prospectus it declares "it is here to advance individual interests by advancing the interests of the city generally. It is absolutely independent. Not an individual, firm, corporation or association has a dollar invested in it beyond what his or its advertisement or subscription represents. Therefore, every business interest is on the same footing with regard to this magazine."

The first number is termed "Exposition Number," and is largely devoted to a forecast of the coming new undertaking of an industrial exposition, Oct. 12-17, at which the city hopes to entertain 250,000 visitors. Here is an illuminating extract from the Mayor's proclamation, making Oct. 14 "Rochester Day":

> *To Citizens of Rochester.*
>
> Rochester has now entered upon the most important era in her history. With the beginning of the year came our advent into the ranks of cities of the first class; next year will witness our three-quarter century birthday as a city, and in the year following we may celebrate the one hundredth anniversary of the settlement of the city.
>
> January 1st we received our new charter, and with it came all the advantages which naturally accrue to our greatest cities. To commemorate the occasion the Chamber of Commerce has declared for an industrial exposition, preparations for which are now well under way.
>
> As a matter of education, and in business, for our city great benefits must result from an industrial exposition. Many visitors will be attracted to the city during exposition week, and everything possible should be done for their pleasure, comfort and profit. Our buildings should be decorated, Rochester's best foot should be placed foremost, and we should all keep open house.
>
> To add entertainment features for the week a Rochester Day has been discussed, and with the suggestion I am heartily in accord. The promoters of the exposition agree and the public is in favor.
>
> Believing there is a popular desire for the celebration of such an occasion, I am constrained to request that our citizens observe Wednesday, Oct. 14, 1908, as our first Rochester Day, with decorations, parades, music and fetes, and a general happy, wholesome time. I also request that the commerce of our city be suspended at one o'clock upon that day, in order that all who desire may participate in the pleasures of the occasion.

The Chamber of Commerce of Dayton, Ohio, sends forth into the field of trade journals No. 1 of the Advertiser. It so closely reproduces the size, form, arrangement and typographical make-up of our own Magazine that we are moved to give it a specially hearty welcome and congratulation upon both its mechanical execution and contents. It has but few illustrations, but they are of the highest order. Its opening editorial admonitions are so much to the point that one is tempted to quote largely from them. After some excellent general articles it has, like our own Magazine, a section of news and notes from its own organization; following this a department called the Traffic Bureau, which seems to be one of the most important subdivisions of the work of the Chamber of Commerce as a whole. Advertisements are few, but we predict that they will increase. From our personal acquaintance with this city we are willing to concede that it is a gem, if not the gem city of the world, as with true western spirit it proclaims itself to be.

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Fibre and Fabric, New England's leading journal of textile industries, in its issue of Sept. 12 vigorously vindicates its opposition to the return of Speaker Cannon to the next Congress as being consistent with its devotion to the principles of protection. It presents a detailed account of the Speaker's hostility to all measures looking to the conservation of New England's water supply, and editorially remarks:

> The conservation of our water powers is becoming a very serious question with the textile manufacturers of New England and the Middle States, and he who obstructs the enactment of wise legislation calculated to conduce to the desired end is not acting in a friendly manner towards those interests.
>
> The cause of protection, as far as our textile industries are concerned, has had no more loyal champion than Fibre and Fabric, and it is not necessary that Speaker Cannon should be re-elected in order that those industries should be shielded against the destructive schemes of free traders and tariff reformers. The latter will not prevail—they will be defeated by the good sense of the American people and its representatives in the halls of legislation, and it is safe to say that there will be a Republican speaker of the House, whether Mr. Cannon is re-elected or not, and possibly one who may have more regard than he has had for those things which are of practical and legitimate concern to New England's industries, such as the safeguarding of its water powers.

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Truly no man lives unto himself, but each man lives unto all others, because he is a trustee for all. On no other theory of life than that of fidelity to this conception can man create for himself among his fellowmen a life of harmony and helpfulness. You may manage to get title to the property of the people around you, under hook or crook of law, but you can get no injunction against the wrath of man. You may steal, in a thousand ways, the rights and opportunities of the people, but you cannot delay the storm which your own nefarious conduct raises in the consciousness of a community whose trust you have betrayed.—Wall Street Journal.

Industrial Notes

NORCROSS BROTHERS COMPANY.

Hearty congratulations are due the Norcross Brothers Company over the calling in of the last of the bonds issued in 1903 by the Norcross Properties, Inc., and the dissolving of this holding company, which occurred on the first day of September. A new issue of ten-year bonds at 6 per cent., secured by assets of over $3,000,000, has been made, to be met by a sinking fund of 10 per cent. annually.

PROSPERITY OF THE U. S. ENVELOPE COMPANY.

The recent annual meeting of the United States Envelope Company resulted in the election of all the former officers. Dividends to a total of 6 per cent. have been paid from the net earnings, and additions made to the permanent plant and equipment consisted of $50,000 in machinery and $138,000 in real estate and buildings. The directors formally inspected the new factory on Grove Street, which, with the older building in connection, makes the largest envelope plant in the world.

MORGAN CONSTRUCTION COMPANY.

An interesting event was fittingly noticed on Aug. 29th, when the receiving of the fiftieth order for a rolling mill by the Morgan Construction Company was celebrated by an excursion of the 400 employees and their friends to Rocky Point, R. I., at the company's expense. There was a most enjoyable day of sports, in which the officers of the corporation freely participated with their employees.

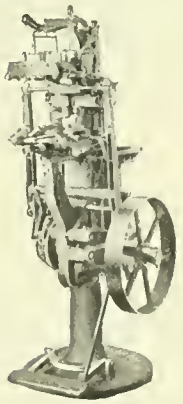
A VICTORY FOR WORCESTER FENDERS.

The Worcester Railway Supply Company has received its first order from the Pacific coast for its double acting fender, which has been adopted in Los Angeles after sharp competition with another style of fender made in Cleveland. This order was the result of actual tests, a victory strictly on merit. The City Council passed an ordinance virtually requiring the adoption of the rival fender, but the Los Angeles Pacific Electric Company, one of the best equipped in the United States, refused to be governed by the ordinance, and finally, after a lively battle of politics, carried its point. This test was watched by companies from all parts of the coast, and is likely to lead to a large extension of business for our local Railway Supply Company. The first order calls for 500 fenders, probably to be followed by an additional order for 1200.

A GOOD CONTRACT.

J. M. & C. J. Buckley have been awarded the contract for building a storage warehouse in Boston, to cost about $60,000. It is to be 100 x 100 feet, six stories high, and of heavy mill construction throughout. Work is already begun, and it is to be completed by February next.

THE WORLD LABELER.



Worcester can claim the honor of manufacturing the only labeling machine which will place two or more labels at one operation. This machine is called the "World Labeler," and it is manufactured by the Economic Machinery Company.

World Labeler automatically labels bottles with one, two or more labels, at a rate of from 36 to 48 bottles a minute, and not only does away with hand labeling, but is fast displacing labeling machines of other makes, all of which are limited to the placing of a single label.

Nearly 800 machines have been installed in this country, as well as many in Canada, Mexico, Cuba, Japan, Australia, Great Britain and several of the European countries, thus proving that the name "World Labeler" is an appropriate one by earning a world-wide reputation.

The New England Fair and Board of Trade Exposition.

Manufacturers' and Merchants' Exhibits.

To the wide attractions which followed the traditions of three score years and ten of the activities of the Worcester Agricultural Society, we have the pleasure of adding the story, the beginnings of an industrial exposition which in itself is worthy of great praise, as the following illustrations will show; but which is chiefly noteworthy because of its prophecy of larger things to follow. Of these traditional displays of the fruits of the fields and the flocks and herds from pasture and stall, we are not now concerned, save to say that they well sustained the reputation of other years. Of the attractions which crowded the "midway," of the acrobatic and vaudeville features which were continually going on opposite the grandstand, it is also needless to remark, save to say that they surpassed those of all other years in abundance and high quality. It is our present aim to invite the reader to take a tour through the new Industrial Building and the annex under the grandstand and secure as good an idea of the objects there presented as the following views and descriptive paragraphs will afford:

Photo by Scherver & Bushong. THE INDUSTRIAL BUILDING. Carlton Engraving Co.

Entering the new Industrial Building, one's eye rested first upon the large exhibit of the Clark-Sawyer Company, extending across a double section of the central space. Many interesting specialties were here demonstrated in the presence of constant crowds. The Oread cooker, the American coffee percolator, the asbestos sadiron and the White mop wringer were in evidence upon one side of the booth, while at the front some appetizing specimens of waffles and wafers, cooked upon an alcohol gas stove, made a most attractive display.

Turning to the left, one faced the exhibit of the Delta Electric Company, whose monogram in incandescent lights formed a brilliant background, repeating the effect upon the outside front of the building. Among the large variety of electric specialties were conspicuous the Bi-One automatic intercommunicating telephone, the "Eco-magneto" watchman's register and a large line of the firm's specialty, the Tungsten lamp, said to make a saving of over eight dollars in amount of electricity used in a thousand hours, as compared with the ordinary carbon filament lamp of sixteen-candle power.

The men in charge of the Duncan & Goodell exhibit were radiant with pleasure over the possession of the award for the finest and most artistically arranged exhibition of goods, the coveted blue ribbon being conspicuously displayed against a central pyramid of shafting pulleys. In addition to a large display of a general line of hardware and cutlery there were exhibits of drills and reamers by the Cleveland Twist Drill Company, whose special representative, Mr. Harry O. Swan, was present; also a handsome case of machinist's tools and cutters from Brown & Sharpe Manufacturing Company, of Providence, with Mr. George Pearce in charge. For a background this booth had a fine arrangement of the goods of P. & F. Corbin of New Britain, consisting of door knobs, locks, etc. A full line of the product of the Coes Wrench Company was in evidence, also some specimens of the Sweetland lathe chucks. In addition the L. S. Starrett Company of Athol displayed a fine case of machinist's small tools. Henry Disston & Sons of Philadelphia showed saws and carpenters' tools. Edwin Harrington Son & Company, also of Philadelphia, put on exhibition some of their chain-hoists.

Passing down the south aisle, one's attention was arrested by a display of burnt wood goods, made by Barnard, Sumner & Putnam Company, who limited their exhibition to "New Ideas in Pyrography." This was under a canopy of open bamboo work with Japanese effect. The "gas-pen," the latest invention for

Photo by Luce. AT THE GATES. Carlton Engraving Co.

Photo by Luce. Carlton Engraving Co.

MISS MARJORIE COWEE AND "SPECKLES."

Photo by Luce. THE GRANDSTAND AND TRACK. Carlton Engraving Co.

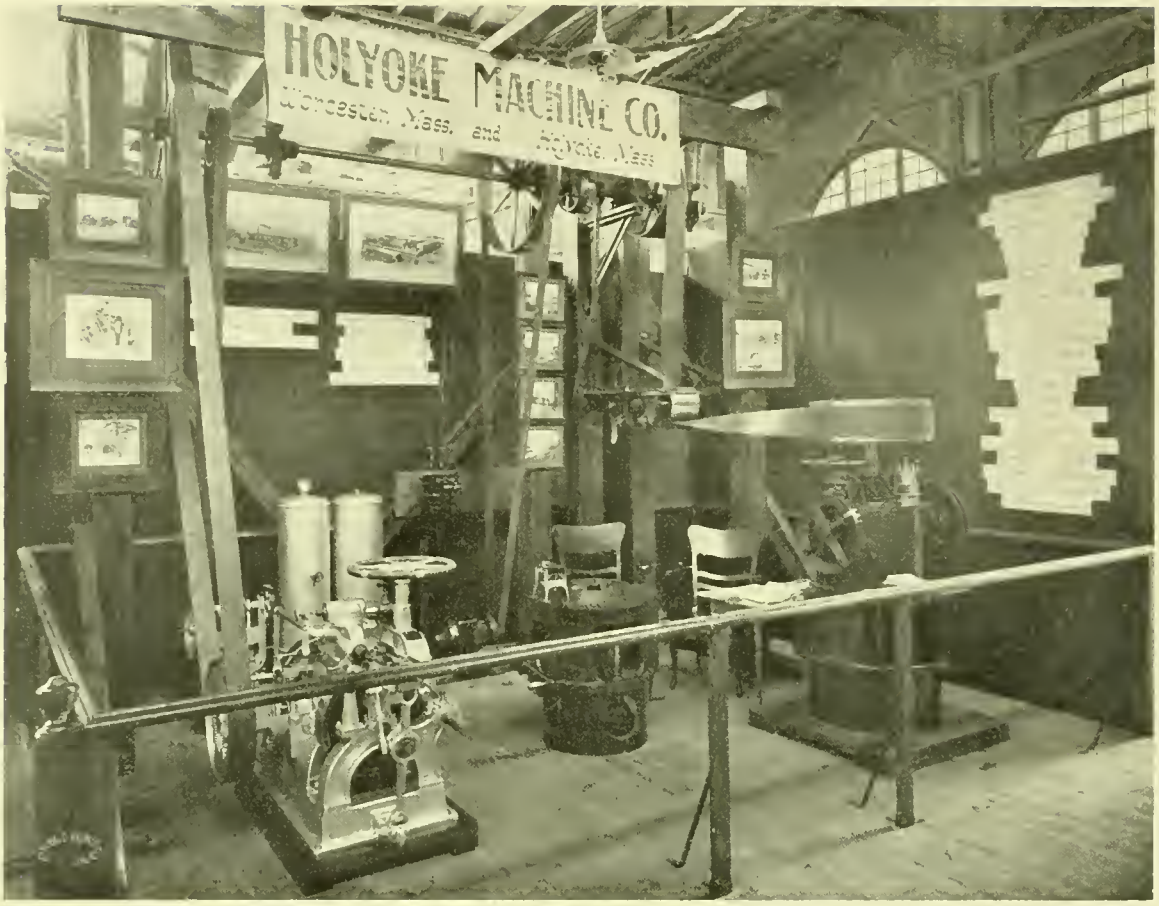


Photo by Schervee & Bushong. HOLYOKE MACHINE COMPANY. Woodbury-Carlton Co.

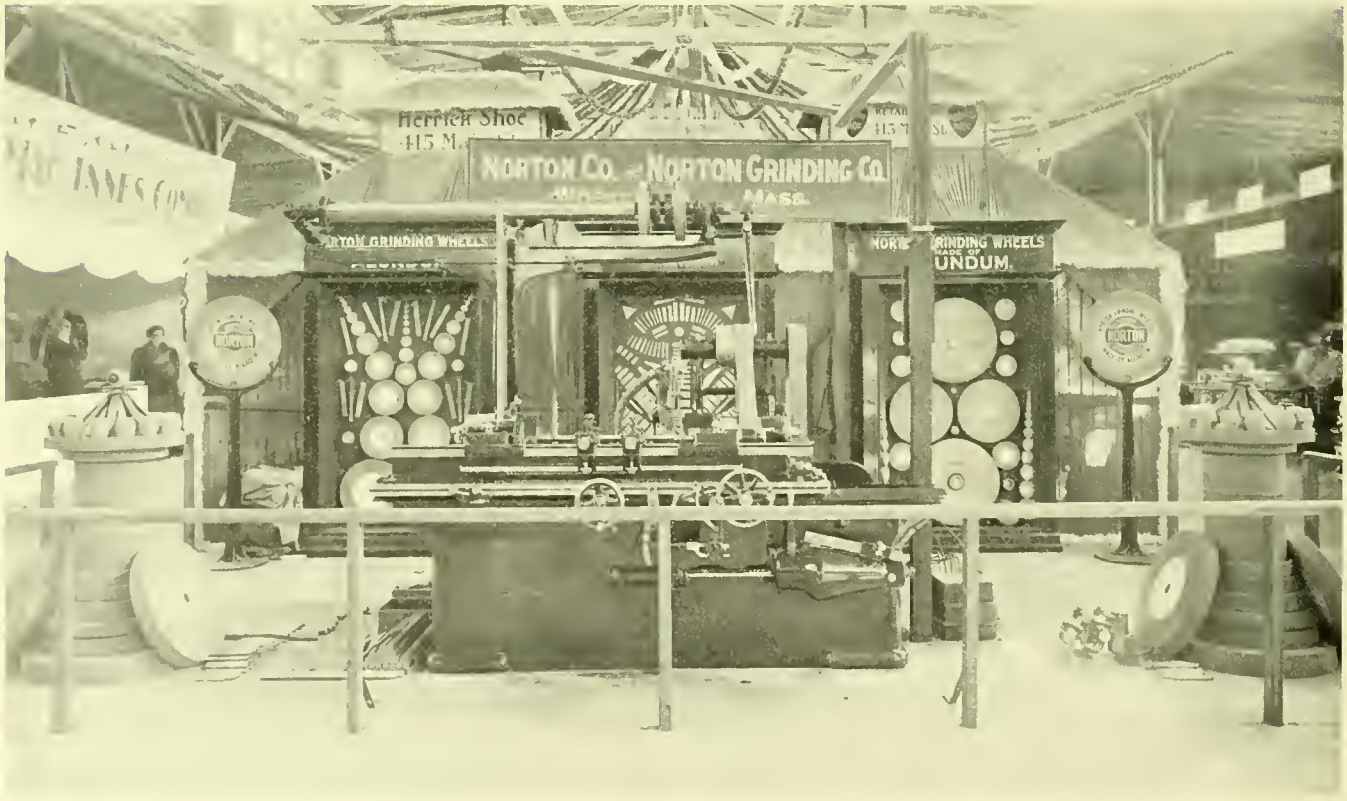


Photo by Schervee & Bushong. NORTON COMPANY AND NORTON GRINDING COMPANY. Woodbury-Carlton Co.

Photo by Schervee & Bushong. WORCESTER PRESSED STEEL COMPANY. Woodbury-Carlton Co.

artistic achievement in this increasingly popular line of decorative work, was on exhibition, and together with the great variety of subjects for treatment and the beautiful effects of the entire display, drew a constant number of interested spectators.

Across the aisle Flint & Barker were represented by the Sterling range and the Star Sterling, with the complete gas attachments—the stove that bakes a barrel of flour into 250 loaves with less than a hod of coal; a feat which was performed Labor Day as in other years.

O. S. Kendall & Son filled their space on the left mainly with mantles, chandeliers and tilings; Glenwood ranges and steam, hot water and hot air heaters were also in evidence.

Next to them came the Harrington & Richardson Arms Company, with a full line of their singe-barreled guns, ranging down to the twelve millimeter gauge used for shooting plumage birds in South America; also all kinds of revolvers, including a special display of the new "target grip." An interesting feature was the exhibited sample of the removable coil mainspring of their gun; also the various implements for the use of guardians of public order in the line of hand-cuffs, twisters and leg irons. It was the intention of the firm to put into their display a lathe at work turning out gun stocks; but on account of the nearness of merchants' displays it seemed unwise to risk damage from unavoidable dust.

A centre of attraction for interested spectators was the combined exhibit of the Norton Company and Norton Grinding Company. The Norton Grinding Company manufactures a line of plain machines for cylindrical grinding with capacities from 6-inch swing by 32 inches between centers to 20-inch swing by 240 inches between centers. Their exhibit consisted of a 10 by 50 inch motor-driven machine which was in operation throughout the Fair.

The machine was in charge of an expert operator from the factory and a large amount of standard work was ground. To those who understand machine tools and methods, this demonstration clearly showed the marked advantages of the grinding machine for the production of work, both as to accuracy and quantity.

In the background and on either side were display cases showing various sizes and styles of wheels, oil-stones and scythe-stones manufactured by the Norton Company. All of these wheels, etc., are made of alundum, which is an artificial abrasive, being made from an ore which is mined in the United States, and is reduced to its crystal form by an electrical process at their alundum plant at Niagara Falls.

It was almost a grotesque arrangement of exhibits which placed opposite this moving mechanism from the machine shop Lowell & Company's five cases of general millinery goods, imported direct from Paris and exposed to view for the first time at the Exposition, their costly beauty being entirely beyond the power of a masculine pen to describe.

The Direct Importing Company, who sell direct to the consumer, demonstrated their 17-cent coffee. The Royal Typewriter Company gave an exhibition of their new high-grade visible machines, which sell for $65; while just beyond S. R. Leland & Son drew constant crowds by exhibiting the Apollo piano player, which uses the entire range of the keyboard.

The display by the W. J. Woods Company at the New England Fair deserves particular mention, being a comprehensive showing of the styles in ready-to-wear clothing for men handled by this progressive house.

Here were shown the newest and the smartest models for fall and winter wear from the foremost makers of this country, tailor-made clothes, which could not but appeal to every one who knows and appreciates good clothes. They embodied all the fine points of the tailor's art, all the new whims and the latest touches of world's best designers, and at the same time exemplifying the highest grade of tailoring, fit and finish. The colors shown were the newest shades that fashion dictates for fall and winter wear. The line shown in suits, top-coats and overcoats was of such a diversity, both as regards styles and colors, that the most exacting person could be pleased.

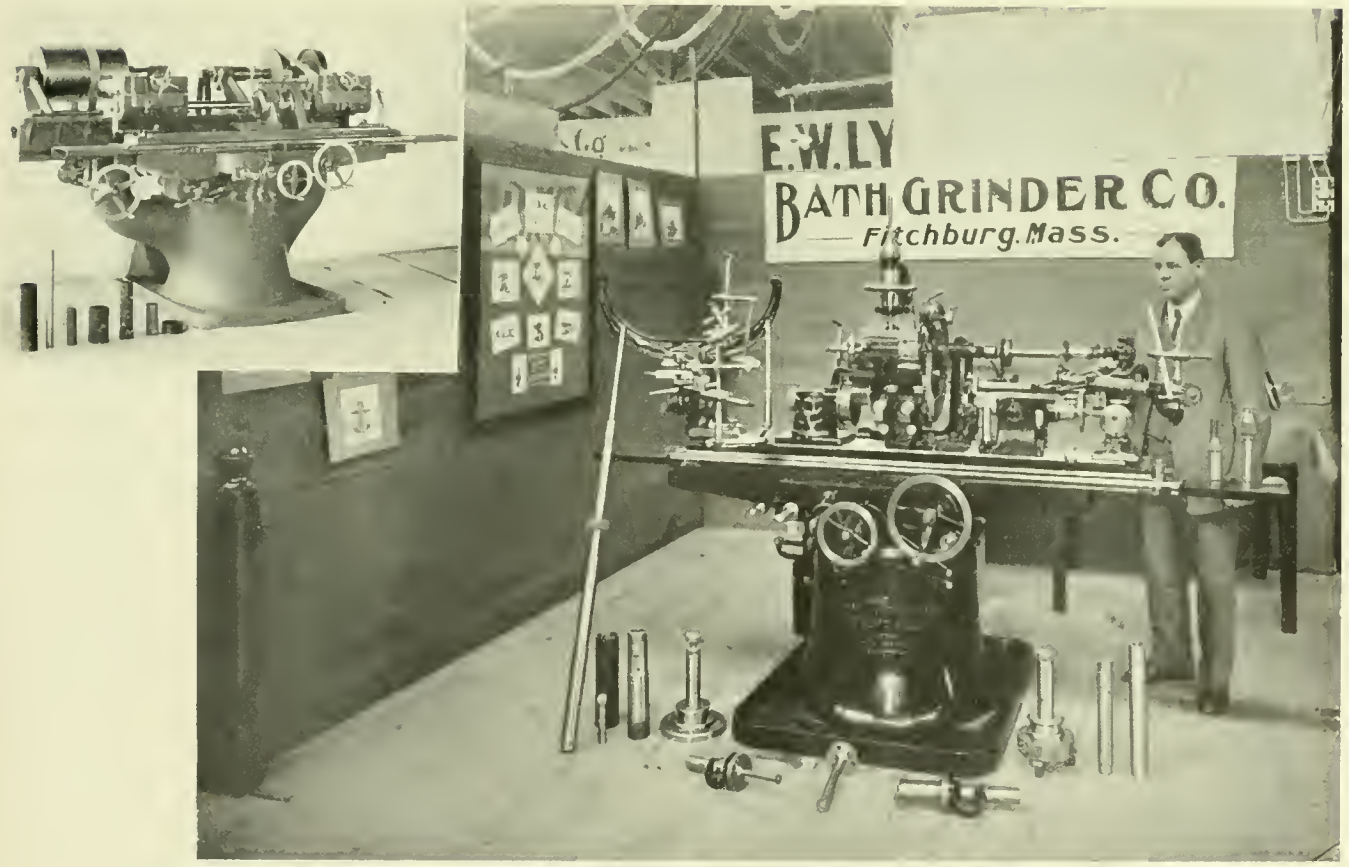
"Step in, inspect our cozily furnished apartment," was the pleasant greeting as one approached the E. W. Lynch Furniture Company's exhibit. To accept the invitation was certainly a pleasant surprise, as the display represented a completely furnished flat. As one entered through the arched door, one was immediately impressed with the cozy, home-like appearance; the hall provided with suitable floor coverings; the parlor nicely furnished with an up-to-date three-piece parlor suit, odd chairs, desk, floor coverings and other furnishings to make it attractive and homelike; and leading from this through a wide arch the dining-room, complete in every detail, including an attractive quartered oak dining set, dishes, bric-a-brac and all other necessary furnishings. Adjoining the dining-room was the den, furnished in true mission style, chairs, table, desk and cellarette, which together with wall hangings and suitable rugs made one of the most striking of the rooms. The adjoining chamber was furnished with an attractive brass bed, displaying the celebrated silk floss mattress for which the E. W. Lynch Furniture Company are strong advocates. The furniture in rich toona mahogany completed a very pleasant room. Last, but dearest to the heart of every housewife, was the kitchen with a "Model" range, the range made and sold right here in New England for over forty years; the range that stands for a title, "None better, few as good," and for which the E. W. Lynch Furniture Company are sole agents. This, with a kitchen cabinet, table and chairs, completed the furnishings. The exhibit was a "Fair" prize winner; more than that it won the favor of every person passing through.

Crawford & Company's exhibit, from their spacious stores at 663-665 Main Street, consisted of power transmission—including

Photo by Scherver & Bushong. WRIGHT WIRE COMPANY. Woodbury Carlton Co.

Photo by Scherver & Bushong. HILL DRYER COMPANY. Woodbury Carlton Co.

Photo by Scherver & Bushong MULTIPLE WOVEN HOSE & RUBBER COMPANY. Carlton Engraving Co.



Photos by Luce and Scherver & Bushong. BATH GRINDER COMPANY, FITCHBURG. Carlton Engraving Co.

Photo by Schervee & Bushong. SCHERVEE & BUSHONG. Woodbury-Carlton Co.

Photo by Schervee & Bushong. DUNCAN & GOODELL CO. Carlton Engraving Co.

Photo by Scherver & Bushong ROSS BROTHERS COMPANY.—Seeds and Agricultural Implements. Carlton Engraving Co.

Photo by Scherver & Bushong. CENTRAL SUPPLY COMPANY. Carlton Engraving Co.
Water Supply Exhibit.—This mill furnished the water for cattle, horses, etc.

Oneida pressed steel split pulleys, shafting, hangers, belting, etc. One of the steel pulleys exhibited was 72 inches in diameter by 24 inches face and attracted a great deal of attention. Another pulley, of the same make, which attracted no less attention, was one 72-inch by 12-inch, specially constructed to withstand a great strain and speed. It is claimed that it will stand a strain of two double belts and a rim speed of two miles per minute. While a pulley of this size is never called upon to attain such a velocity, it goes to show what great strides are being made in the manufacture of this class of goods.

Turning to make a similar tour of inspection down the other aisle, the display of the Denholm & McKay Company came first in view, consisting chiefly of the new line of clothing just added to their already large number of departments. In another space nearer the front of the building the same firm had on exhibition a full line of Hub ranges and heaters, showing the new ebony finish.

The Sulpho-Naphthol Company, Dr. A. S. Temple of Boston in

Photos by Scheryee & Bushong. ATHERTON FURNITURE COMPANY. Carlton Engraving Co.

charge, turned a seemingly unpromising subject into an admirable exhibit; showing various forms of their product, both in solutions and in concentrated forms.

The display of the Atherton Furniture Company, who in their spacious store on Front Street offer every conceivable article for house furnishing, was fully up to their high standard of other years. It consisted of furniture arranged by rooms, but wholly open to view from the front. It is of course impossible to reproduce in any photograph the rich effect of the draperies and colorings. Especially noticeable was a solid mahogany chamber suite, inlaid with holly. Macey bookcases and a large line of fumed-oak furniture, from the factories of Stickney Brothers, Grand Rapids, Mich., were also conspicuous. One portion of the exhibit was devoted to a most artistic arrangement of Glenwood ranges and parlor heaters.

A small but novel display came next, made by the Bay State Elevator Construction & Repairing Company, recently established at 41 Thomas Street. They show different kinds of packing and interchangeable parts of elevators; also all kinds of oils and greases for plungers and cylinders. This company also makes a specialty of all kinds of leather packings for elevators and hydraulic presses.

Two brilliantly decorated double booths came next, decorated in orange and purple, occupied by the Heywood Shoe Company, and, facing on the other aisle, the Herrick Shoe Company.

The exhibit from the Scheryee Art Shop was one of much interest. The art goods and photography were of the high order that makes this establishment the art and photographic centre of central New England. A special feature of the exhibit was the productions from the frame factory connected with the Scheryee Art Shops. In connection with Worcester's varied industries that give this city such prominence in the industrial world, it is an interesting fact that this frame industry is the first and only enterprise of this nature in Worcester. The frame exhibit was the line of fine carved frames that will be shown all over the country by this concern's traveling salesmen, who are just starting on their fall trips. The frames "made in Worcester" at the Scheryee establishment are the finest frame productions in the country.

As farmers for stone instead of growers of crops, the Norcross Brothers Company exhibited marbles from their quarries in Dorset, Vermont; Tuckahoe, N. Y.; Marble Hill, Ga.; granite from their quarries in Stony Creek, Conn.; Milford and Hopkinton, Mass.; Enfield, N. H.; Troy, N. H.; Windsor, Vt.; three shades of sandstone from their quarries in East Longmeadow, Mass.

Particularly noticeable was a large polished slab of Branford red granite from Stony Creek, 14 feet long, 4 feet wide, 2 inches thick. Also a solid cylinder of polished Windsor green granite, 4 feet high, $3\frac{1}{2}$ feet in diameter. The marble exhibit consisted principally of big polished slabs of Plateau white, Dorset white, Southern white, and American cippolino. A crate of "peaches," comprising polished spheres three inches in diameter, of granites and marbles, was a feature of this exhibit.

One of the most popular booths in the building, especially during the last day or two of the Fair, when summer heat returned in slight measure, was that of the Leicester Polar Spring Water

Photos by Schervee & Bushong. DELTA ELECTRIC COMPANY. Carlton Engraving Co.

Photo by Scherver & Bushong. STANDARD RUG COMPANY. Carlton Engraving Co.

Company. There was a constant demand for their sparkling White Seal ginger ale, as well as for the orangeade made from their spring and displayed in one of their water coolers.

Behind the magazine-covered gable which reached across the end of the Board of Trade's space, with a large fac simile of its seal suspended above, were two of the Gammeter Multigraph machines, with many specimens of their work, in charge of Mr. H. C. Burnham; Mr. Dan C. Swander, the general agent of the company, from Boston, being in attendance during a portion of the fair. The decorations of this exhibit were the work of Mr. R. P. Emmons, who was also in charge of the Worcester Magazine's interests during the week.

The familiar bald eagle soaring into the "empyrean azure," the trade-mark of the Woodbury-Carlton Company, was the distinguishing feature of their exhibit. Surrounding this was a great variety of specimens of their handicraft. For an example of their celebrated bird's-eye view work, an engraved picture of the Norton plant at Greendale was shown. Half-tones were represented by a large number of machines and catalogue illustrations. A fine sample of clay modeling occupied one corner. Some original photographs taken by the firm were displayed, and also various samples of their new process, which is yielding such remarkable results, called "Luxogravure," a superlatively beautiful process of reproduction especially adapted to letter-heads, portraits and subjects requiring detail.

The Carlton Company exhibited a choice grouping of specimens of their handiwork. The different stages of making a half-tone plate were interestingly illustrated by showing the original bird's-eye drawing of the new Industrial Building, executed by them for the cover of the Worcester Magazine, and reproduced on souvenir post-cards, which were freely distributed and in great demand. Around this drawing were grouped the original negative, the polished copper, and the different stages of producing the half-tone plate. There was also an attractive collection of very taking designs, to be used for menu cards and catalogues.

Opposite the Board of Trade's headquarters were two displays of machinery which attracted much deserved attention. The larger space was occupied by the Holyoke Machine Company, Mr. W. H. Adams being in charge. A two-horse power motor operated the machinery in this section, the largest interest attaching to the improved governor which this firm has devised to be connected with turbine water-wheels. This firm, which makes a specialty of all kinds of machinery for the transmission of power, had on exhibition a countershaft supported by bearings of different styles. A feature of the exhibit was a quarter-turn belt-drive from a pulley on the countershaft to a pulley on a vertical water-wheel, the quarter-turn being made over a binder frame, a simple arrangement of pulleys, shafts and bearings mounted horizontally. A friction cutoff coupling on the countershaft served to cut out the wheel at will. A pulley moulding machine was also shown. This section was decorated with some excellent views of a power plant installed by this company for the Columbus Power Company of Georgia, which furnishes the power for the Bibb Manufacturing Company's fine-yarn mill.

One of Fitchburg's enterprising manufacturers, Mr. John Bath, showed one of his No. 2½ Universal grinding machines, adapted to plain cylindrical surfaces, interiors, disc and cutter grinding. Lack of space and suitable surroundings prevented him from installing, as he had wished, a large and very powerful new grinding machine, a photograph of which was in evidence. This is a double-headed grinder for interior work, with two spindles for simultaneous grinding, and with a supported spindle. Although this exhibit was not supplied with power, Mr. Bath reported much interest and many inquiries concerning these machines, which embody many novel methods, an emery wheel nozzle that does not splash water, the stream being actually turned toward the revolving wheel instead of being blown away by the windage.

Across the aisle a crowd was always blocking the passage whenever the machinery was running in Ross Brothers' exhibit. Under a roof covered artistically with baskets and lanterns, with a front

Photo by Scherver & Bushong. LEICESTER POLAR SPRING WATER COMPANY. Carlton Engraving Co.

Photo by Scherver & Bushong. BAY STATE ELEVATOR REPAIR COMPANY. Carlton Engraving Co.

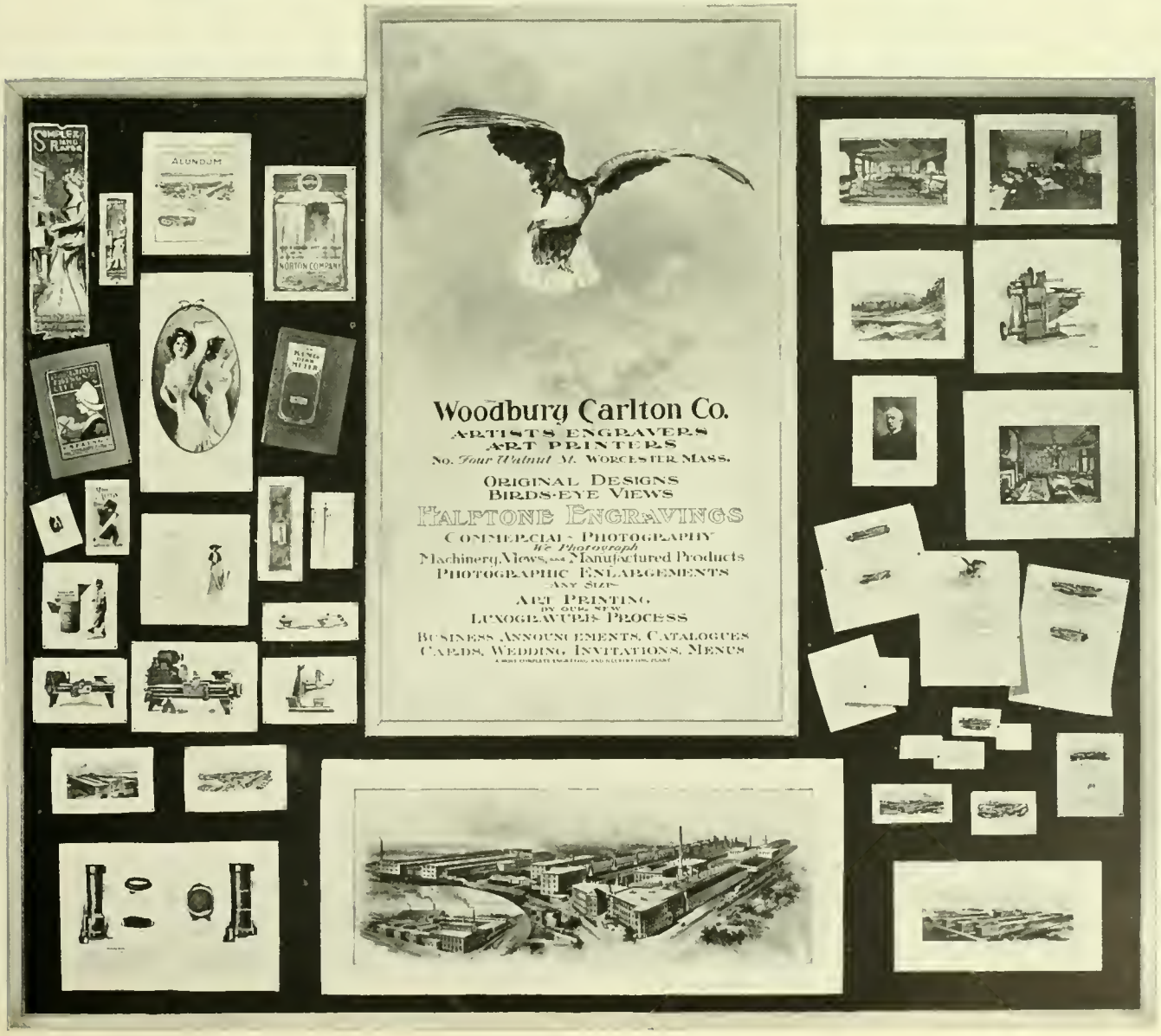


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Photo by Scherver & Bushong. THE NORCROSS BROTHERS COMPANY. Woodbury Carlton Co.

Photo by Scherver & Bushong. E. A. BUCK & COMPANY—Independent Oils and Gasolines. Woodbury-Carlton Co.

gable shingled with seed envelopes, there was placed in the front central space a brown bag filling machine, with a capacity of filling from the hopper above thirty thousand packages daily. This was one of the most ingenious and interesting exhibits of machinery in motion. Surrounding the centre was a great variety of all kinds of farm implements and small articles useful to the agriculturalist, the Ross Brothers' larger display of farm tools being in the shed devoted especially to farm machinery.

The hardware display of Mr. Elwood Adams also attracted many visitors, with its specialties consisting of Welsbach lamps, table lamps and Kelsey warm air generators, while opposite, Mr. A. K. Gammon, of 22 Pearl Street, placed on exhibition the Moore line of loose-leaf systems, also Victor typewriters, with two operators from Tyler's Business College.

W. E. Higgins devoted the space allotted to him to an exceedingly attractive display of wall papers of latest design and most artistic finish.

The Spencer Wire Company used the eight feet of space allotted to set up and operate a machine which turned a simple coil of wire into a "Universal" double-jointed chain, a marvel of simplicity and strength, specially adapted for window weights and similar purposes. Whenever this machine was running there was sure to be an interested group of spectators admiring the mechanism that could accomplish such wonders.

The Hecker-Jones Company turned off griddle-cakes with the greatest speed and dexterity, and never lacked spectators.

Another display which suffered from lack of sufficient room was that of the Worcester Pressed Steel Company, which for several months had been running twenty-fours a day. Its trade-mark was symbolized at the entrance of its booth with a fine full suit of polished steel medieval armor. In the rear of this space was a practical working demonstration of the company's method of autogenous welding with oxygen-acetylene blow-pipe, producing a heat of 6300 degrees Fahrenheit—the hottest flame known.

Practically all kinds of metal and forms of metal construction can be welded with this process. The welding is accomplished by fusing the metal at the melting point, forming a homogeneous union, which is imperceptible after finishing and of practically the original strength. No flux is used. Several samples of joints were shown which could not have been riveted or joined in any other way,—welded oil tanks for motor-cycles (showing no seams) and samples of copper, steel, cast iron, aluminum, etc., were shown, homogeneously welded and thoroughly fused together.

In the front part of the booth were shown sample cases containing samples of pressed steel, seamless drawn, stamped, folded and punched, and other pressed metal parts of machines, looms, electrical instruments, etc. Among these were bicycle, motor-cycle and seamless drawn automobile fittings, stove knobs and trimmings, ball-bearing cups and retainers and complete ball bearings, cream separator parts, pressed steel gears stamped by a new and special process, without milling or machine work of any kind, closely resembling the finest cut gears; also samples showing the development of steel vehicle hubs from seamless tubing; exclusive designs of skate rolls made for the largest skate manufacturers; thirty sizes of seamless drawn wrench sockets for automobiles. A unique illustration of the trend of the times and the value of pressed steel in replacing castings was shown in a machine standard or base thirty inches high. The casting formerly used weighs thirty-eight pounds, and the press formed steel standard produced by the Worcester Pressed Steel Company, which replaces and duplicates the casting in design, weighed only twelve pounds.

Another interesting feature of this exhibit was pressed steel bowling balls, seamless, perfect spheres and of the regulation size and weight, ground true to within one-thousandth of an inch; seamless bent tubes were welded in for the finger grips and counter-balanced inside. The mass of this ball is concentrated near the outer surface, as the shell is only one-fourth inch thick.

Also there were exhibited samples of steel tread bases, tanks, emery wheel truing cones and cutters and toy banks; the latter were shown in two styles, one a toy depository operated by a horse-shoe magnet of special design and by no other key; the other is designed for savings institutions, to be loaned their depositors; this style of bank is operated by a specially designed electro-magnet which is retained by the savings institution.

There was always "music in the air" at the splendid exhibit of the Bates Piano Company, who offered their visitors a perplexing choice in deciding between the merits of the Strich & Zeidler, Beek & Miller and Kroeger makes of instruments.

J. C. MacInnes Co. selected as their specialty the department of furs, and decorated their booth with a mid-winter effect, using over eight hundred yards of white material for the drapery, which took the design of obtruding sunbursts. Over $20,000 of the finest furs was on exhibition, and the display was one of great beauty as well as richness.

One of the many interesting exhibits was that of the Water Works Supply Department of the Central Supply Company, Foster and Commercial Streets. Among the large line of goods shown by the company was a wind-mill on tower in operation. Both are symmetrically designed and of the highest quality. The wind-mill is automatically governed and controlled and used for pumping water for the farm or country home.

Another device for pumping water which is largely used in all sections was the Denny improved Ericsson hot-air pump, so mechanically constructed and so easily operated that it reminds one of the long-sought perpetual motion. This engine is largely used where a positive water supply is required.

There were also exhibited electric driven pumps of all sizes, and pumping appliances for deep and shallow wells; also hand pumps of every kind for every purpose. In fact, this exhibit was so complete that their assertion of "pumping appliances of any kind for any service" would seem to be a just claim.

In spite of the disadvantageous surroundings of the exhibitors, who, through lateness of application, were obliged to enter the overflow under the grandstand, some of the most interesting and noteworthy displays were here found, and were viewed by as great crowds, apparently, as thronged the main industrial building. Entering at the south end, one first saw the display of rugs made by the Standard Rug Company from old carpeting. One specimen was composed of bits from over fifty different carpets; another, looking as bright and fresh as any, was brought from four years of continuous use.

The next exhibit to attract special attention was that of the Graton-Knight Manufacturing Company. Most conspicuous was the specimen of Neptune water-proof belting, which was run for seven months continuously in water at the Jamestown Exposition. A colossal 72-inch belt was also displayed. Novelties of marked interest were seen in the new auto tire repair sleeves and the leather pipes for street sprinkling machines. The Worcester Counter Company and the Persons Saddlery Company displayed here their specialties in the line of all varieties of counters and saddles for bicycles and motorcycles.

Perhaps no exhibit on the grounds showed greater labor and ingenuity than that of the Wire Goods Company, which had in place upon their walls over one thousand of the forty-four hundred different articles manufactured by them. It would have been hard for the housewife, anxious to replenish her kitchen stock, to have missed any article of which she was in need. An exhibition of wire weaving by a young woman from the factory was an object of marked interest and admiration.

It would seem to be hard for a laundry to make any exhibit at a fair which would be worthy of attention, but the Union Laundry Company proved themselves equal to this task, showing some of the ordinary articles of their handiwork, and some exceedingly fine and costly dresses which had passed through their establishment. One object of marked interest was a shirt, which had been laundered over one hundred and three times by careful count, and which is still good for further use.

The J. Russel Marble Company were near the north end of the building, with a large variety of exhibits of everything in the line of their regular stock. Among the specialties noticed were all kinds of illuminating and lubricating oils, Masury's paints, Berry Brothers' "Liquid Granite," a fine floor varnish, and "Ad-el-ite," a paint and varnish remover. Wetherell's pure white lead was also exhibited, and "Indurine," a favorite cold-water paint for farmers.

The Hill Dryer Company had a full line of their popular lawn and balcony driers on exhibition, also samples of their "Hustler" ash sifter, with its reminder of coming winter days; and the Dodge Sander Company were also on hand with an interesting line of general railroad supplies.

E. A. Buck & Company, the "Independent" oil firm, were on hand with a full line of oils, making a special display of their "Big Six" lubricating oil for automobiles, as well as a variety of other lubricants, auto greases and soaps; the gentleman in charge finding much interest in the literature which was distributed to all passers-by.

Although "BEST" belting was originally intended to meet the special demands for a belting suited to wet places, it has proven itself a most desirable article for transmitting power on any sort of drive. Those who witnessed the exhibition of agricultural machinery in operation at the New England Fair will recall that the power to drive these machines was furnished by two gas engines, each of which was belted to the shafting by a six (6) inch medium weight "BEST" belt. In addition to these main drives there were several others operated by "BEST" belting, from two (2) to six (6) inches wide, including mowers, hay-tedders, ensilage-cutters, blowers, corn-grinders, and manure-spreaders.

About two hundred and fifty (250) feet of "BEST" belting, divided into seven or eight drives, was in constant use on these machines during the exhibition. It is a noteworthy fact that not a single drive had to be taken up during the entire five days that they were in operation.

Some of the conditions under which the belts worked were very trying, the main shafting being decidedly out of line and not all of the machinery itself was adapted to belt transmission.

It was universally remarked that all of the belting ran perfectly straight and true and without the least sign of slipping or stretching.

The main drive belts on the gas engines attracted much attention from visitors interested in portable gas engine outfits.

The Wright Wire Company showed many samples of their well-known lawn specialties, which were also seen on a larger scale on the outside grounds. Trellis, fencing, bed-guard and tree-guards were at hand, also their main lines of woven wire poultry netting in all sized meshes; wire cloth with sixty meshes to the inch up to a two-inch mesh, staples, coal and sand screens, foundry riddles, etc. There were also fine specimens of wire rope, the largest made, to withstand a breaking strength of 115 tons. The whole exhibit weighed in the neighborhood of eight tons.

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The WORCESTER MAGAZINE Illustrated

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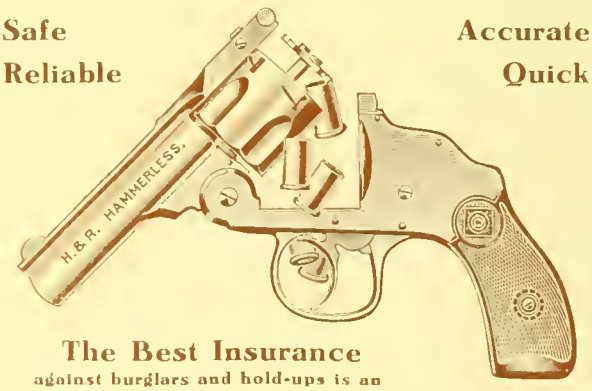

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Worcester, Mass.

THE SECOND ANNUAL CONVENTION OF THE ASSOCIATION OF COMMERCIAL EXECUTIVES

ATLANTIC CITY, N. J., OCT. 1-3, 1908

From reader's left to right.

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Contents

EDITORIAL COMMENT.
For President, William H. Taft, 267
Where Habit will be a Help, 267
A Significant Recognition of Organized Labor, 268
Sterner Measures Needed, 268
The Right to Play, 268
A New Playground for Worcester, 268
A New Triumph of No-License, 269
"Make the Next Number Better," 269
EDITORIAL.
Commercial Executives at Atlantic City, 269
TIMELY TOPICS.
How a Chamber of Commerce Made Good, by Charles F. Garfield, 270
The Awakening of Civic Pride, by Woodworth Clum, 272
Limits of Activity for a Commercial Organization, by Sidney R. Clarke, 274
COMMERCIAL EXECUTIVES' CONVENTION, 276
Worcester's New Union Station, 292
"All Aboard for Seattle!" 294
OCTOBER TRADE CONDITIONS, by O. C. Ansley, 295
WORCESTER STOCKS, by Kinsley & Adams, 295
The Injunction—its Use and Abuse,
A Discussion at the Economic Club, 296
CURRENT EVENTS, 297
THE SECRETARY'S CORNER, 298
WORCESTER BOARD OF TRADE.
An Important Address, 299
The October Directors' Meeting, 299
The First Smoke-Talk, 299
Why a Trade Journal for Worcester? 299
The New Medical Milk Commission, 300
Our Reading Room, 300
Splinters, 300
Worcester Polytechnic Institute—News Notes, 301
Industrial Notes, 302
What the Worcester Board of Trade has Done, 307
The Worcester Magazine Advertiser, 308
The Advertising Man's Page, 310

Editorial Comment

For President, William H. Taft.

It lies outside the province of this Magazine to advocate or antagonize any man's candidacy for partisan honors, though we have observed that some trade journals during the recent campaign have not hesitated to take such action. Now that the people have spoken, we feel it proper to remark that this verdict is plainly an expression of confidence in the sound business principles and ability of Judge Taft. These principles have been frankly and fearlessly uttered during the closing weeks of the campaign; and this ability has been tested in a great variety of trying experiences of administration during the last few years. However highly one may rate the conscientiousness and sincerity of Mr. Bryan, it is impossible to point to any practical achievements in his career which will compare with what Mr. Taft has accomplished in the Philippines, in Cuba and in the Canal zone. We believe that the dominating force in determining presidential elections to-day is the judgment of the business men of the land; and we regard the outcome of this contest as amply illustrating the truth of that position. We believe that thousands who, impatient of troublous conditions during the last few years, expressed their wish for Mr. Bryan to restore prosperity will secure what they wished far better than though their candidate had been elected.

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Where Habit will be a Help.

It has come to be a matter of habit with us to take it for granted that the period of a presidential campaign is necessarily a time for caution, even to the extent of inaction, in business ventures. This habit has been reinforced during the last summer by sufficient reasons, irrespective of political times and seasons. Now that the battle is over, we are glad to believe that a similar force of habit will enable the inhabitants of this land promptly to accept the result of the campaign, and to assume that everybody can and will make personal adjustment to the voice of the entire nation. We have never believed that returning prosperity could be sidetracked or wrecked by the election of any one man to the supreme executive office in the nation; but so long as the political control of the Senate could not have been turned over to Mr. Bryan's

supporters in less than four years, his election would have resulted in controversies between the executive and legislative branches of the government, which would have seriously retarded the establishment of general confidence. By all means let the habit of accepting results have the fullest expression in all business circles in the near future; and let us move forward courageously to drive from the field the forces which have too long confronted us under the command of General Depression.

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A Significant Recognition of Organized Labor.

As one result of the recent disastrous labor conflict in Lynn, we observe the proposal of the following plan, as outlined in the news column of the Boston *Transcript:*

> The manufacturers recently began to arrange a plan by which industrial peace in the shoe industry may be established and perpetuated. Every manufacturer in the city received a circular letter, signed by A. E. Little, president of the Lynn Shoe Manufacturers' Association, and James W. Hitchings of the firm of Luther S. Johnson & Co., calling for a meeting of the manufacturers to consider a proposition directed against the recurrence of strikes and lock-outs.
>
> * * * * * * * * *
>
> In the circular the suggestion was offered that all the shoe workers' unions in the city amalgamate into one strong union, the representatives of which could meet the representatives of the manufacturers to arrange wage scales, working conditions, hours of labor and other matters of dispute, with the understanding that whenever such conferences were unable to reach an agreement the question at issue be settled by an arbitration board, whose decision should be final and binding on both parties.
>
> It is understood that the Knights of Labor, which controls the cutters' and stitchers' organizations, the lasters' unions, the edgemakers and independent organizations and the treers and ironers are in sympathy with such a plan. An unusual feature of this plan is that the manufacturers desire the operatives to be bound in a strong union, and that they desire to treat with the union as a whole rather than with individual operatives.

It is sometimes said that the cure for the ills of democracy is more democracy; and this seems to be the underlying principle which finds expression in the above-mentioned plan. There is manifestly a gain in dealing with one large and strong responsible body, rather than with many smaller ones, in that its leadership is almost sure to be of a higher character. The workings of the new plan will be watched with much interest, provided it can overcome some serious hindrances in the initial stages.

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Sterner Measures Needed.

In spite of agitation and every possible effort of moral suasion to influence automobilists to exercise caution on the streets of Worcester, the last few weeks show a distressing increase of criminal recklessness and lamentable results. In some instances the drivers and occupants of offending machines have acted in a commendable spirit; too often, however, there has been a disposition heartlessly to escape even a knowledge of the extent of damage they have wrought. We trust that the courts whose dockets are becoming somewhat crowded with such cases will appreciate the increasing defenselessness of the long-suffering public, and measure out penalties that shall have some proportion to the crime. Fines are generally mere gratifications to the pride of those who pay them and an incentive daringly to repeat their performances; we can hope for no deterrent influences from that penalty. We have no desire to see Georgia's chain gang transplanted to New England; but we should like to know what effect would be produced on chauffeurs by a law which would require them to atone for their recklessness by a period of hard labor in repairing the roads which the State has built at such expense, and which are being so rapidly ruined by modern automobiling.

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The Right to Play.

The remarkable progress of the movement for city playgrounds is strikingly set forth in the reports from the second annual congress of the Playground Association of America. Considering the recent beginning of this movement, its extension is remarkable. We quote the following facts from a recent résumé of this movement in the *Outlook:*

> There are 907 cities in the United States that have a population of 5000 or more. Of these only ninety, or 10 per cent., conducted playgrounds prior to 1908. During this summer 177 cities have had playgrounds in use, and 118 others are planning their immediate establishment. In other words, the number of cities maintaining playgrounds has been nearly doubled, and one out of every seven of the remainder are planning to make a beginning in the near future. The National Playground Association has made every effort to supply information and help to local organizations. Printed matter has been distributed at fifty-eight state and national conventions. Miniature models of playgrounds have been shown and exhibitions of lantern slides illustrative of playground activities and needs have been made. In New York the Parks and Playground Association has maintained during the summer seven playgrounds, eleven ball-fields, and a summer camp. The municipal playgrounds have been opened at night for the first time. One hundred and six playgrounds were conducted during the summer by the Board of Education. Pittsburg has adopted a playground plan calling for thirteen new recreation centres. Baltimore has formed an athletic league, with the prospect of ample funds to establish recreation facilities. In Philadelphia $20,000 was raised on Tag Day to equip four new playgrounds. In Washington the appropriation for playgrounds was lost in Congress. In spite of lack of proper funds, the attendance at existing playgrounds increased 50 per cent. this year. Cleveland, Milwaukee, Chicago, San Francisco, and many small cities have increased appropriations for fresh-air centres for children.

o o o

A New Playground for Worcester.

The recent action of the City Council in approving a plan for the extension of playground area in this city, and authorizing the proper authorities to proceed in due season to purchase it, is in line with this action by other cities. It is the irresistible progress of a purpose which cannot be relinquished by any city that is responsive to the movements of the best civic thought at the present hour. Into questions of the wisdom of specific purchases, locations, prices, and such matters, we do not care to enter, especially if at any time such questions become unfortunately entangled in partisan strife and petty personalities. It seems clear, however, that the tract recently set apart for playground purposes is accessible to a present needy portion of our

population, and that its improvement by the city is likely to increase building and bring in many more inhabitants in adjacent areas now unoccupied. It is certain that when Worcester doubles its present population, a considerable proportion of the increase will be or should be distributed in that part of the city. Now that action has been taken, after fullest discussion and deliberation, it would seem to be the part of wisdom for all to unite in pushing vigorously the best possible plans for the improvement and future use of this land.

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A New Triumph of No-License.

One feature of the approaching Alaska-Yukon Exposition at Seattle has recently been announced which will distinguish it from all other events of the kind held in this country. It is to be a demonstration of "no-license" on an unwonted scale.

The Exposition grounds are part of the great campus of the University of Washington. The laws of the State forbid the sale of liquors within two miles of the University; and while there was a disposition on the part of the State Legislature to make an exemption for 1909, and allow liquor sold during the Exposition, the directors and stockholders decided that they would forego precedent and have the first "dry" exposition ever held in the United States. This includes all the cafés and restaurants, the resorts on the Bay Streak and all exhibits. Ample provision will be made for liquid refreshments of the non-alcoholic and non-intoxicating kinds, and pipes will be laid for bringing water from one of the best mineral springs in the West into the grounds.

This experiment will be watched with interest by all, as there has been much agitation of the prohibition question in the country during the last year. The management seems to have carefully figured the matter out, and to believe that the fact of the 1909 Exposition being "dry" will not only serve as an excellent advertising feature, but it will result in the attendance of many people who wish to show approval of the plan.

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"Make the Next Number Better."

Plans for the December number of this Magazine are sufficiently matured for us to venture the prediction that its readers will acknowledge our success in living up to this watchword of the editorial sanctum. The most conspicuous feature of "Timely Topics" will be a discussion of a question which will be the "livest wire" in our city for the next few weeks. Which is the better policy for the business interests of Worcester for the coming year, license or no-license? The affirmation that license is the better policy will be sustained by Hon. James H. Mellen; the other side will be taken by Mr. Orlando W. Norcross. The argument of each will be submitted to the other, and a rejoinder prepared and published with the original argument. The universally recognized ability of these gentlemen to discuss this question will ensure widespread interest in their words. We shall also offer our readers a carefully prepared review of the first annual report of comparative financial statistics of cities and towns of Massachusetts, with special attention to matters of interest for Worcester readers. This has been kindly prepared by Mr. Frank E. Williamson, the city auditor. We also hope to offer a full description, with pictures and maps of the important railroad gradework which has been making such rapid progress this fall.

Commercial Executives at Atlantic City.

FOR a second time we are sending out an issue of the Worcester Magazine which contains an exceptional amount of reading matter. Our readers will doubtless note a larger space than ever before given to news from the distinctive industries and enterprises of our city, also, a considerable increase in the discussion of local matters; and we are glad to assure them that this is but the beginning of a plan the details of which we hope to make public at the beginning of a new year, which will increase yet more the stories of splendid achievements which our manufacturers and other bodies of business men are accomplishing in our midst. All this is to be quite as much in the interest of educating our own people to what is going on at their very doors as to enlighten the more distant parts of the world as to what Worcester has to offer them.

The most conspicuous part of this number is the report of the Convention of Commercial Executives at Atlantic City, which the editor of this Magazine was privileged to attend during the opening days of October. It was with much satisfaction that he was able to secure the privilege of publishing the official report of this gathering, and to bring home some two thousand orders for the number containing this report—a result made possible by the superior facilities which the publication committee have provided for doing such work. We have not the slightest hesitancy in devoting so much space to this report, since from beginning to end it finds a proper place in "Timely Topics" for our readers to consider carefully. We regret that our space was not sufficient to print the entire proceedings and all the addresses in the larger type used on these editorial pages.

The keynote of all these meetings, and the significant thing which unites all these varieties of themes, is told in a single word, "Results." The secretaries who came from the various towns and cities of the Middle States were hale-fellows-well-met, by no means averse to social pleasures, and who entered most keenly into all the delights which that famous seaside resort offered them. But they were there for business; and that business was all summed in the one word, "Results." There was a splendid impatience with that type of commercial organization which has a name to live, and is doing nothing but exist on one meal a year. There was a profound contempt for pretensions and professions which rested on no reality. But more than all there was a spirit of intense determination to find out how to do things so as to win "results."

In this emphasis upon the practical, there was no failure to recognize the importance of right theory as the foundation for good results. There was a readiness and a marked ability to grapple with the deepest problems that perplex the present-day executive and go to the bottom of difficulties. The spirit of moral earnestness, the conviction of the dignity and importance of what is becoming a real profession, kept these speakers from the folly of superficiality. We need make no further comment, however, upon the substance of this report, except to say that we hope every word of it may be read by every member of the Worcester Board of Trade, as well as by the hundreds of members of other organizations to whom it is to go; and that it may prove good seed sown in good soil, which shall bring forth abundant harvests in coming months.

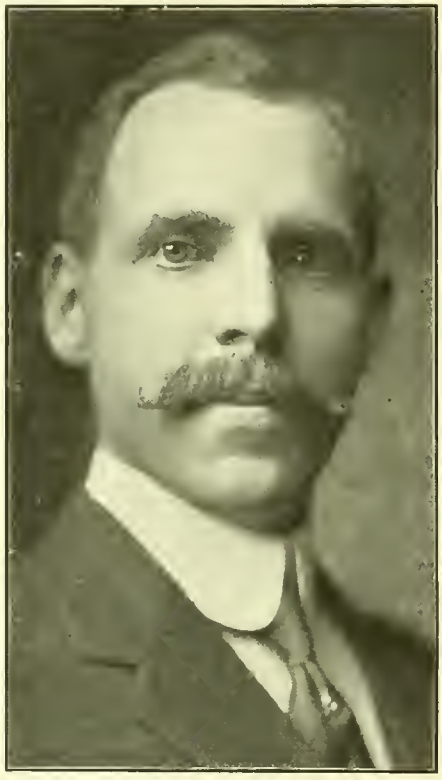
TIMELY TOPICS

How a Chamber of Commerce Made Good.

An Address Delivered by Charles F. Garfield, President Rochester, N. Y., Chamber of Commerce, at Atlantic City, N. J., October 2, 1908.

Mr. President and Gentlemen:

Although this is only our second annual meeting, and we should all be here high in hopes and light of heart, yet I have to make a sad confession. When I started from my home a few days ago, I was full of the spirit of this occasion: I kept turning over in my mind the



CHARLES F. GARFIELD.

many enthusiastic things I should say of the unusual success which has attended the efforts of the chamber of which I have the honor to be President. And now here, this afternoon, I have to stand before you a self-conscious traitor. The fact is, when I left Rochester, I thought there was not anything under the blue sky it lacked, and here am I sighing for the very first thing which strikes me when I reach Atlantic City. I do not stand alone in my shame, however; there are others. Not that I, like some, hanker to take home with me the boardwalk, or some of the palatial hotels we see here thicker than seeds in a watermelon. In none of these lies my shame, or yours. For my part, I long to cork up within me all the ozone of this finely-flavored, strong sea air, and to take it back with me to Rochester, with my lungs so full I shall be indifferent to every kind of prohibition. Then, I can assure you, gentlemen, everything which I can desire shall be mine.

In the meantime, it is not within my province now to tell you of the especial beauties of our city of Rochester. I will forbear because I know you, one and all, are impatiently anxious to tell me of the beauties within your own cities' limits. Still, while we all admit that there is no place like home, as the pirate is reported to have said when he fell off his island rock into the ocean and was drowning, some of us, I venture to believe, can still preserve within us a feeling which bids us for the sake of others to be grateful for the boundless privileges enjoyed in many of the great cities of our greater republic. Only when we go away do we recall what those privileges are and what they mean to us. It is only then that we are willing to place true values upon the opportunities of our own homes.

There it is: When we get away for a trip here or a run there, and then return home, we suddenly get wise to the fact that we ourselves in our own homes own some of the finest scenery God ever painted with nature's brush; we realize we have all our lives been overlooking some of the finest fishing pools and hunting grounds and neglecting the finest rides and walks; it is then that we perceive for the first time, perhaps, that right beside us we have the ideal home surroundings and facilities for the bringing up of families: the best milk, rarely good schools, pure air, healthful playgrounds and decent citizenship. It is then, in fact, that we first admit to ourselves that we have been blind to all the great benefits conferred in our own home town or city. We live in our cities unmindful of their own attractiveness. And what is more, and this, I venture to suggest, is my point: How little, how pitifully small is the appreciation of the average citizen, of the man who stays at home either because he will not get around and see other places, or because he cannot afford to travel; of the average merchant and manufacturer; of the man in the street! I think their lack of appreciation must be most readily understood by such a body of like minds as is ours; by us commercial executives, we who try our best and our hardest to draw to the attention of the people in their cities the inestimable value of the good things lying at their doors.

We have still to mention the worst feature of the case: When the average man is awakened to the fact that he has a good thing in his town, he will not develop it. What good is the blue clay if the diamond be not dug out of it? Of what use is the unsightly stone if it be not polished and cut and made to sparkle until it can dazzle in the rays of the sun itself? Of what use are the fine things of this earth if they be not applied to man's use? Do not mistake me in this; I would not have myself thought some utilitarian vandal. Some things are best developed to supply man's many and varied material needs; other things, like Yellowstone and Niagara, like our Letchworth Park and Watkins Glen, are best developed in their studied undevelopment to supply the demands of the equally necessary spiritual and perhaps better side of man's nature.

So I would have you understand something of the conditions existing in the beautiful city of Rochester at the beginning of our chamber's year. In a measure, it was unknown, and speaking with pardonable license, it was undeveloped. We saw there had to be a change. We younger members were perhaps headstrong and im-

petuous, but the results of that impetuosity and energy are bringing to us to-day letters of approval and commendation from all classes of our citizens and from all parts of the State and country. We went right to the core of the fault. We forgot past history, and did not batten upon the dead weight of past neglect. We got in a new main screw. We looked for a man, for a secretary. We got one who fitted well into the new wheel we forged; one who was well primed with hope and optimism; one who, with his smooth running, drove big wheels, which in their way moved enterprises and performed miracles. But you know as well as I do that each city has its own peculiar inner problems to be met. They are not necessarily the clashings of commercial opposition, but are sometimes the mean prejudices of men; the cherished slights which have helped destroy empires and can ruin any young city in this country to-day. These problems belong to every city. You do not need me or anyone else to recall them to your minds. We invigorated our Chamber of Commerce. Mr. Sidney R. Clarke was appointed its secretary. Thoroughly enthusiastic committees were appointed. I announced and maintained regular office hours at the chamber each working day. My vice-presidents were men of known capability in the city; they were not too young, or yet too old; they were just ripe. We harmonized. We adopted a slogan, "Do it for Rochester." And it is just that which we have been doing this year past.

In a word, we have succeeded beyond all the dreams of our anticipation. We have for the greater part of the year been hastening to get over one new movement or convention to face another, all desirable, all given the heartiest and most sincere welcome to our city. At the present time we have only got clear of the Democratic State Convention. It might have gone to any other city in the State. That is not the point, though. It is this, when the convention did come to us, we made good. Politics were not permitted to interfere with hospitality. It was good for the city to have the convention, so the city subserved everything to the common good. But why did it do so? Why did the citizens decorate the city until other cities could not understand the spirit of enthusiasm displayed in such tangible form? Why? you ask. Because the Chamber of Commerce made good; because it did its work and fulfilled the destiny for which all chambers should exist.

And how can a chamber make good? we ask ourselves. How can it be done? We all think of the awful difficulties which would meet us if we attempted the same feat in some other cities. And there it is again. Any other city could not have been any worse off than Rochester was at the beginning of what we call the new régime in our chamber. It was filled with factions, but the chamber recognized no faction, and they soon disappeared. It had dissensions to contend with outside, and the men concerned were told to be men, to meet, join, work together for the common good, and be decent fellow-citizens. It was all above board. There was not any small policy of narrow principles instilled; it was all big, frank, straight; asking favors in the name of the city only and for the good of the city alone. On that high level the Rochester Chamber of Commerce has worked. The result is that to-day there is not a man of any standing in Rochester who can, or dares, lay a charge of petty dealing against his Chamber of Commerce. And how was it all done? On principle. Yes, on principle. But on something else, too. On work; work. Publicity is the heart and soul of a chamber of commerce. If it work hard, it will accomplish something. If it accomplish something, it will provide news. The newspapers print the news daily, for it is news the public wants to read. Therefore, so long as a chamber is doing things right, it will be well favored by and receive the merit of the public. It will, of course, make its mistakes, but so long as they are honestly made in the furtherance of a big effort, they usually receive honest criticism and are readily forgiven. We got straight with our own citizens first. After that we were able to let others know what we have. And so, to-day, we are proud to boast that in whatever Rochester has, and in whatever she offers through her Chamber of Commerce, she is honest, the article is good, the advantage is bona fide, the statement when seen is worthy of attention.

We have developed campaigns, not by shouting the city's name loudly from the housetops, or more strictly speaking from the flare headlines of advertising matter, but by letting the papers tell what the city is doing for itself, which of course does not well come within the functions of a common council, but is more rightly the work of a board of trade or a chamber of commerce. We are congested for suitable homes for workingmen and their families, so we started a competition among the architects of the country for the best and most economical plans for such dwellings. Now every philanthropic economist in the country is interested in the movement. We have fine scenery, so we had the smoke nuisance abated. We want others to come and see us at home, so we invite conventions and conferences. We make many things, hundreds of them, little as buttons and big like girders; but many of our own citizens do not know that. They don't know what is being done in their own front gardens, so to speak. We want to show them, for they should know, and it is our duty as a chamber of commerce to have them know. A few days after I get back from this fair place we shall be opening our own industrial exposition, and shall be welcoming thousands from neighboring districts to see our products. We want them to see them, to buy them, to know that "Quality" is their trade mark and their test. And so I can go on. We would emulate others in their good works, as we would have others copy us in ours. The prosperity of one city must in a measure tend for the prosperity of others, and most truly so when promoted by their chambers of commerce. Our year has been devoted to infusing principle, service and efficiency into our chamber. That has meant that more has been accomplished, as I have said before, than we could hope for in our rosiest dreams. Indeed, my best wish for any representative of any commercial executive in this room this afternoon is that he may have the same loyal support I get from my officers, one of whom you are soon to have the privilege of hearing.

Such a chamber of commerce has Rochester; such have I the great good fortune to preside over; such have I altogether too inadequately surveyed; and such, to give you my kindest wish, would I have you have for your boards of trade and chambers of commerce. Success reached in such manner is sweet, and carries with it a remembrance which lasts long and kindly after one has laid down one's presidential seal of office.

The Awakening of Civic Pride.

'How Can a Sense of Pride in the Growth and Development of a City be Aroused in the Narrow-minded, Ultra-conservative, Non-progressive Citizen?"

An Address by Mr. Woodworth Clum, Secretary of the Chamber of Commerce, Trenton, N. J., given at Atlantic City, N. J., October 2.

The committee on programme of this convention seems to have worked overtime in trying to "put up a job" on me. Where in the world is the man who can answer this question in a manner that will apply generally? If he can be found, his services are needed in nearly every city in the country as a sort of "traveling enthuser," and his compensation may be determined by himself.

WOODWORTH CLUM.

Civic pride or the lack of it is an individual characteristic. A man may be averse to civic progress for several reasons. He may inherit a grouchy disposition. He may be a man born narrow-minded and brought up narrow-minded; because of this he has not prospered in business, and has not become particularly desired in society. He is a pessimist, hard-shelled, and not prone to absorb the reasonable argument of an enthusiast.

Where a community is burdened with a large number of such individuals, as is a community I have in mind, the task is one that no commercial secretary can tackle with confidence. For there we have collective non-progressiveness, which is almost as difficult to combat as the flowing or the ebbing of the tide.

It seems to me the answer to the question before us this morning for discussion is—education. As I said before, the individual citizen who is devoid of civic pride has some pet reason for that averseness. Probably he is a personal enemy of the President of your Chamber of Commerce, or he dislikes some of the men who temporarily are conducting the organization. And as civic pride must be expressed through some such civic organization, this condition would be cause enough for that one individual's apathy. Your campaign of education, then, must appeal to this man directly. You must find out the real cause of his lack of sentiment—or rather lack of an expression of sentiment; for I believe that deep in the heart of every man there is civic sentiment, which in far too many instances is not given expression. But where there exists this personal animosity on the part of the man you want as a member of the organization, the man whose help you need in the work of civic betterment, your first duty must be to "depersonalize" the Chamber of Commerce. Show that the organization is working toward one goal,—the progress of the city, and that one may become identified with some branch of the organization work where one may do one's share of good and at the same time not come in personal contact with men whom one dislikes. It too often happens that one group of desirable citizens refuses to help your civic organization because certain others are in control; and when those men go out of office and a new administration comes in another score or more of members resign because of some personal difference with officers in the new administration. This is a condition which exists in too many cities, but which ought to be overcome through this process of "depersonalization."

And this brings me to another suggestion. My experience urges me to say that the first duty of a commercial secretary or of a committee on membership in endeavoring to educate the narrow-minded, non-progressive citizen, is to divorce the payment of membership dues from the desire to secure a direct money return upon that investment. In other words, you should not permit a man whom you are trying to secure as a member to say, "Where am I going to get my money's worth out of this membership?" or, "Show me where I can put my finger on a net profit as a result of blowing ten or twenty-five dollars in on the Chamber of Commerce." A great many secretaries and some members of membership committees spend a lot of time trying to convince a man that he will receive an actual profit upon his investment. But the more you try that, the more you eliminate civic pride as a factor in your organization's success. Your merchant has a store on one of the business streets; he places a more or less conspicuous sign over the entrance to his establishment; he enjoys the privileges not only of business, but of citizenship. He pays a nominal tax to defray the actual expense of the community government, but he should be impressed with the further fact that he owes something to the city for the privilege of enjoying its general benefits—something beyond that amount which goes into the hands of the tax-receiver.

There is one other point to keep in mind when you are preaching to the citizen the gospel of "Do it for the town," as distinguished from contributing in the hope of securing a profit on his investment. A great many persons are prone to look upon their membership fee as a contribution to charity. I had one man tell me not so long ago that he contributed fifty dollars a year to his church, twenty-five dollars a year to the Y. M. C. A., and ten dollars a year to foreign missions, and that he thought that was a sufficient amount for a man in his circumstances to give to "charity." I am not going to defend the church or the Y. M. C. A., or the missionary against that statement, but I caution you to avoid the expression of that sort of sentiment. You must preach to the individual that after all he is not giving to charity, nor is he giving anything to the town that does not belong to the town. The basic principle is that he owes the town something, and the best way to liquidate that debt is to get on the "band-wagon" and be a civic worker.

This is an era of competition among men, among businesses, among municipalities. Your prospective member must be made to realize that ordinary taxation does not provide for the expenses incident to maintaining a position in the front rank of progressive cities. I hope and believe that the day is coming when city "boosting," or city building, if you prefer, will be realized as an essential attribute to city government, and that the expense of exploiting city advantages will be borne by the city treasury, thus in great measure relieving the progress of cities from that now necessary factor, pride in those cities. But until that time comes we must work from the other end, arousing in the individual citizen pride in his city to an extent that will induce him to contribute to campaigns that have for their sole object the city's betterment.

In many instances you will have to arouse civic pride before there is very much in the city of which to be proud. In this case your secretary will have to find recourse in a probable rosy future. However, most of us have in our respective communities something upon which pride may be based, and it is our duty to arouse this pride by following along the lines of least resistance. When the time comes that cities will be paying their advertising bills out of their own pockets, we can and will conduct campaigns of civic education that will arouse and maintain all the latent civic pride that ever existed. In educating a community to a realization of its duty towards itself, the greatest trouble usually is lack of money. You must have money to carry on a campaign of education, and if the community will not pay for it in advance, you have a difficult task on your hands. But where the city, say for a term of five years, would appropriate a sufficient sum to defray the expenses of reasonable advertising and exploitation, and would thus give a hustling commercial secretary an opportunity to carry out some progressive and broad-minded plans of his own, I believe that the schooling would be complete, so that even those who were pessimistic and who did not realize the gain that lay in co-operation would respond both personally and financially to an extent that would carry the plan through to permanent success.

City building has become an exact science. Taken as a general proposition, those of us who have devoted some time to the work know that certain given conditions may be controlled by a specific plan of action. There is no individual living who sooner or later cannot be converted from civic heathenism to civic Christianity. He may not be willing to foot the bills for his education, but if you have other sources from which to draw your financial support and you keep hammering and hammering and hammering into the minds of such men not only their duty toward their city, but the actual benefit that will accrue to their city through expressions of civic pride, we shall be able to whip them all into line and make of your narrow-minded, non-progressive citizen a radical and enthusiastic "booster."

I said some time ago that the lack of civic pride is an individual characteristic. To overcome it you need only to ascertain the line of least resistance in that individual. Let me give you one or two instances. The chairman of our Membership Committee approached a learned but voluminous lawyer in our town and requested his membership in the Chamber of Commerce, to which the lawyer replied:

"What do I want to join your Chamber of Commerce for? It is nothing but an association for the promulgation of hot air."

The chairman of the membership committee immediately set himself to the task of convincing this lawyer that the accusation was untrue, and that the Chamber of Commerce and hot air were complete strangers. There is where he made a mistake. In the first place, most lawyers love an argument, and the moment that chairman of the membership committee tried to convince the lawyer that his statement was wrong, that very moment the lawyer had recourse to his every resource in his effort to maintain his statement.

The result of half an hour's conversation between these two availed nothing, and the chairman of the membership committee came to me with his tale of woe. I thought the matter over and repaired to the office of this aforesaid attorney. I told him I wanted him to join the Chamber of Commerce, and he replied:

"What do I want to join your Chamber of Commerce for? It is nothing but hot air, hot air."

"That's just what it is," I responded. "Haven't you ever stopped to consider that every business must be advertised? Hot air and advertising are synonymous, and building a city is a business proposition. This town has got to have hot air, and that's exactly what we are furnishing."

"Well," said the lawyer, meditatively, "I never thought of that. I guess you're right."

Whereupon he handed me a check for his membership dues and has become one of our active "boomers."

I tackled another man for membership and, after some discussion, discovered that he did not approve of the policies of the President of the Chamber of Commerce, and for that reason he would not join.

"What are your politics, Mr. Jones?" I asked.

"Republican."

"Then I presume you advocate the election of Mr. Taft."

"Yes, most assuredly."

"And you disapprove of the policies advocated by Mr. Bryan?"

"Yes."

"And I presume if he is elected you will immediately renounce your citizenship, quit being an American, and move into some country where the policy of the administration suits you."

I got his application.

My idea is merely this: We should avoid trying to show a man that he is going to get a dollar and ten cents back in actual money for every dollar he puts into membership in the Chamber of Commerce. The moment you undertake to prove a chamber of commerce a financial proposition, or membership in it an investment security, you eliminate the factor of civic pride, and that member never looks upon the work of the organization from the proper viewpoint—the good that is accruing to the city.

If a chamber of commerce cannot show some tangible profit to the community each month of its existence, you had better disband, get a new aggregation together and start over again.

Let me say in closing that the only way to arouse the non-progressive is to keep boosting, and boosting, and boosting, until ultimately their civic slumber is disturbed and, like Rip Van Winkle, they awaken to the realization of an entirely different scheme of things.

City building, or city "boosting," as I have said, has become an exact science, and should not depend for life upon semi-charitable support. Put boosting on a business basis; give it a guaranteed income; put one of the members of this organization in charge, and I believe it is possible to bring any community to realization of civic pride, no matter what its history, no matter how non-progressive its individual citizens.

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The Limits of Activity for a Commercial Organization.

An Address Delivered by Mr. Sidney R. Clarke, Secretary of the Rochester Chamber of Commerce, at Atlantic City, Oct. 2, 1908.

Mr. President and Gentlemen:

Our discussion this evening concerns the limits of the activities of a commercial organization. For one, I frankly hold that within the normal constitution of such an organization there are no limits. An association of men existing for the good of a business community in

SIDNEY R. CLARKE.

its many phases, seeking such good in all the ramifications of its social relations,—how can we place any limitations upon such activities? We may originally limit it in its constitution, but not in the exercise of energy permitted by that constitution. No limitation should be placed upon the proper activities of men in general, though there must be upon their immoral selves, their covetous natures, their greed and injustice.

These are the exceptions which I briefly suggest before proceeding to develop my main thought, which is that so long as these chambers of commerce, these boards of trade, these organizations which we represent are seeking the good of city or town, they will know how to act, and it will be hard to see what barrier or limitation can properly be put upon them in such action. Whatever improvement is needed, whether in the material upbuilding of the community, in its ordinances, in taxation, in the relief of the poor, in the suppression of personal aggrandizement—no matter what, when or where—our organization should be the first to see the need, the first to discuss it, the first to act.

Let me illustrate from examples of our own activities in Rochester, where I suppose we have as many different situations and problems to contend with in the course of a year as any one organization could well meet. For example, you remember how President Roosevelt called together the governors and leaders of the nation to consider the conservation of the country's resources. A call in response to that action was sent out by the Pittsburg Chamber of Commerce to that of our own city, as doubtless to others. It came before a specially selected and well qualified committee, who devoted most intelligent attention to the matter; they then communicated their judgment to Governor Hughes, so that he knew, when he came to the meeting with other governors and the President, that he was expressing the sentiment of the business men of Rochester, and doubtless of other cities of the State, who probably communicated with him in like manner. Now let us take another illustration in marked contrast to this one. It is a long way from seeking to conserve the nation's resources to considering the fitness of an illuminating sign in a street; and yet each is equally within the sphere of the activity of a chamber of commerce. Notwithstanding the fact that Rochester's streets are well lighted, a firm with much enterprise, I must admit, came to town and began to build a huge flaring illuminated sign that put to shame the furnace in any smelting works. In a way, I could not help admiring that firm, it was so progressive! Do you know, it even tried to pass an ordinance permitting it to run these suspended areas of glaring conflagrations across our sidewalks! It was only a small thing in its way, but it was not too small for the Chamber of Commerce to take up and stop. Still another thing which aroused the activity of our body was the smoke nuisance. The smoke hides the sky. The sky is good to see. The smoke is not; so the Chamber of Commerce had the smoke nuisance abated, and the effect was like taking off the roof.

Was there a chamber of commerce in all the land that did not feel an interest in the Aldrich bill? The subject with which it dealt is far wider than these I have just mentioned, and it received deeper consideration at the hands of our body. How was that? Because our organization is so free from limits in its activities that there is not a single subject of interest to the community but what comes almost automatically beneath the notice of the proper committee. Even this very day a great question concerning a large section of our State has been receiving the most careful consideration at the hands of a joint meeting of a permanent committee of the chamber and the supervisors of the county and other officials and experts. What was this question? A proposal to construct an immense dam in the upper part of the Genesee River, which flows through the midst of our city; and as this was proposed to be left in the hands of a private company, our body has opposed it on the ground that natural resources should be the monopoly of the State alone, and used for the general advantage and good of all alike.

And so I ask again, how can one limit these activities of a commercial organization? If it is not doing something positive, it is preventing something which ought not to occur. There is a large call for protecting individuals and firms. The solicitors who pester banks and firms and corporations and individuals, you have all been approached by them; you all know into what an

elaborate system this sort of thing has grown, yet no one man likes to cope with it, although every man resents it. Our Chamber of Commerce took up this matter; why not? Who else had a better right? We now have among us a secret committee; only one man knows the names of its members, but he sends to each one every scheme to solicit in shop or store and factory, and a majority vote of these committee men, who do not even know each other, is necessary for the approval of any plan. You do not need to be told the result; there are no bogus collectors ranging through our places of business, and the deserving enterprises get better treatment than before. This is a sample of the protective agencies, upon whose exercise by a commercial organization no limitation should be placed. There are others, though different in kind. Rochester's Chamber has a finance committee that is not afraid to refuse its stamp of approval to any and every gold brick proposition that comes to town. Those which are bona fide are welcomed and endorsed, for the committee on the promotion of trade is always on the lookout for sound concerns, but those which are dubious, and consequently sometimes made to look all the more alluring, are told that their requests for recommendation are not granted by the chamber. This again illustrates the breadth of our activities and the folly of trying to limit them.

It is needless to remark that such a condition of broad activity depends upon some most important conditions. Such activities as these are not to be undertaken promiscuously. There must be most careful and systematic planning, and back of all this there must be the right spirit to inspire and sustain such limitless activities. Again, let me speak out of actual experience. When I accepted the secretaryship of this body, I found an apathy which was startling. It was enough to discourage the most ambitious. When I came to search out the activities of the Chamber of Commerce, I found them exceedingly limited. The annual banquet seemed to be the one great reason for the chamber's existence, and it was hard to find what took place between meals. Now, too, we indeed have a banquet, and a grand one, at which the leaders of the nation are glad to come and speak; it has become another of our unlimited activities; it is the result of a system of infusing the spirit of sociability among the members, through the efforts of a most important committee. Hand-shaking is responsible for much of the best trading done in this country, and hand-shaking does wonders to cement the spirit of comradeship in our organizations. But how did we obtain the work of such carefully selected and efficient committees, who now include in their working force some three hundred of our best members? First of all I secured the support and encouragement of him who was then Vice-president, now our President. He carefully examined my methods and plans, and we began our work together. We sought to work from within outward. When I attended the first meeting of our trustees, who number fifty-four, I said, "Never before has our organization needed thought, attention and help more than now. If this help is given, it will insure a future for the organization which will outshine our most sanguine hopes. Let me suggest a slogan for each and every business man interested in the growth and prosperity of this city—"Do it for Rochester!" The first great duty, as they thought, was to get new members. "Build it up!" they cried, when what they meant was simply to increase the membership. What was needed was to increase the activities by taking away all limits; then members would come of their own accord. No sane business man wants to join an organization that is next door to death. It is only when the Chamber of Commerce gets about its work that those who ought to join it care to do so. Can you blame them? Do you not see the fallacy of this crazy rush for a long membership list? Work first, show results, and members will come. Rochester has received something like four hundred new members within the last year without any great amount of worry on the part of the executives. But all this has come about while these unlimited activities have been going on, and an able membership committee has been working, passing the good word along, pointing out every good work done, with the result that the new members catch this spirit as soon as they join and become active like the former members. This is a fine spirit, and where it is found, the executives will not be troubled with limits upon the body's activities. What a needless amount of worry we have had over this matter of membership! Do something; "Do it for Rochester," for your city, for your town. The result will be that new names will be continually coming in, and withdrawals will be infinitesimal; the payment of dues will be prompt, your bank account will give you no trouble, and this in turn allows you to remove financial hindrances to your activities, and admits a proper support for your secretary and for the force he must have to aid him in his multifarious duties.

In a single word, whatever with us becomes an issue is at once transformed into an activity. We even try to anticipate coming issues, as when we keep a regular correspondent at the State Capitol, while the Legislature is in session, to keep us immediately informed of any proposed legislation which would affect the city's interests, and as he reports, so our permanent committee on legislation advises our senators and representatives. Nothing can limit us, I repeat, in our activities, but we gladly put close limits on our prejudices. Limit partisan politics all you like; limit class and race prejudice; limit religious bigotry and interference; limit any personal passion or selfish desire, but how can you limit the activities of your organization? Remove every ban of false limitation, and broaden your efforts to the utmost. When necessary, attack a wrongfully increased taxation, if you know it to be too heavy a burden; and even while you are doing this, you may discover that some committee is bringing within your borders some foreign market seeking your products. Do anything that helps; provide art galleries, build tenements, see that retail trade flows to your store; conserve your energies only to expend them upon the things which count, the things which mean some good service done some one, some worthy project helped. All this, let me remind you, is not preaching; it is simply the echo of experience. I have taken the concrete illustration of one chamber of commerce which re-organized itself; I have striven to show that where the organization is proper, is systematized, is alive and sympathetic, nothing can or should limit such activities.

The Association of Commercial Executives

Second Annual Convention at Atlantic City, N. J., Oct. 1-3, 1908.

Two years ago a group of some twenty officials of business organizations in the states of New York, New Jersey and Pennsylvania gathered together in Binghamton for the purpose of mutual acquaintance and helpfulness in what is coming to be and to be recognized as a new profession—that of the secretary and general executive officer of a board of trade or chamber of commerce. They spent their time in the discussion of measures and projects tending to broaden the usefulness of their respective bodies by increasing their general efficiency, and thereby promoting the welfare of their respective communities. They found so much mutual satisfaction and profit in those days of communing that they organized themselves with sufficient mechanism to ensure a repetition of such profitable pleasure with each returning autumn. After twelve months they gathered at Harrisburg, Pa., as the guests of the Board of Trade of that enterprising and progressive city, and spent three days in the discussion of some of the most vital and practical questions arising in their experience. When the question of the next meeting-place was broached, there was no lack of offered hospitality, but Atlantic City, the famous watering place and great convention centre of the East, captured the prize. If any one wondered at this result, his surprise was quickly dispelled as on the afternoon of September's closing day he ended his journey across New Jersey's level stretches, and found himself welcomed to the beauties and delights of this famous resort, and to the hospitality of that prince of inn-keepers, Mr. Walter J. Buzby, whose personal charms and genial nature seem to pervade the entire atmosphere of "The Dennis." For many years this hostelry has attracted patrons from all quarters, and with its present enlarged and finely furnished accommodations is well sustaining its reputation of the past. "I remember coming here with my parents when a mere boy," said one of the guests, "and now as a man I find in it all that I can ask for a week's-end flying trip or a longer stay." And when to mine host Buzby's attentions were added all the numberless kindnesses and thoughtful attentions of Mr. George S. Lenhart, the director of the Atlantic City Bureau of Publicity, the combination not only demonstrated the reasonableness of the selection of this meeting-place, but strongly tempted all in attendance to vote this as the permanent headquarters for future "experience meetings" of this band of busy and often burdened executives of commercial organizations.

It was a jovial group of old acquaintances that gathered around the hotel register on the opening evening, and the newcomers, from as far away as the old Bay State and Ohio, were heartily greeted and made to feel fully at home. One, however, needed no such welcome in order to be lifted out of bashfulness and timidity. The secretary from Norfolk, with his headquarters so close to the centre of things, with his rooms so

HOTEL DENNIS, ATLANTIC CITY, N. J.

profusely adorned with posters and city "booster" literature, Heyman, the irrepressible and the irresistible, scattering carnations and American Beauty roses and souvenir post-cards with a vigor which made western methods seem slow and fossilized,—this representative of the "new South" was earliest on hand; and wherever he might be found there was "something doing all the time."

It was no easy matter to leave the fascinations of the "boardwalk" and the bracing breezes of a perfect autumn day, and gather for the opening session of the convention on Thursday morning. With reasonable promptness, however, the President of the body, Mr. R. Nelson Bennett, Secretary of the Board of Trade of Wilkes-Barre, called the members to order and presented as the chaplain of the morning the Rev. Sydney Goodman, D.D., the distinguished "men's minister" of Atlantic City, whose unique Sunday evening services are attracting crowds of men who never visit other sanctuaries. Dr. Goodman led the members present in the following invocation, closing with the Lord's Prayer, in which all devoutly joined:

> "Almighty God, great Executive and Ruler of the affairs and business of men, who hast endued this world with a three-fold blessing in religion, commerce and civilization, look upon this convention of commercial executives with Thy favor. The future life of redeemed man is to be city life. Bless all institutions which, as this one, have as their object the promotion of usefulness and efficiency in commercial and civic life. Guide these representatives; enrich their cities and associations. Illuminate them in their discussion of state and national problems. Upon these delegates and their loved ones pour out the blessings of health and happiness. May their stay be one of profit and pleasure in this fair city by the sea; for the sake of Him who has taught us to pray, Our Father."

Mayor F. P. Stoy was next presented to the meeting, who extended the welcome of the municipality in cordial and fitting words, showing a full appreciation of the purposes and objects of the organization. A rising vote of thanks was at once proposed and passed to both these local representatives, and they were also made honorary members of the association. The Treasurer's report was presented by Mr. Byres H. Gitchell, Secretary of the Binghamton Chamber of Commerce, as follows:

TREASURER'S REPORT FOR YEAR ENDING OCT. 1, 1908.

RECEIPTS.

October 19, 1907, cash on hand,	$59.58
Received dues from 29 members,	145.00
Received from 8 assessments,	24.00
Received from sale of 16 signs,	16.00
	$244.58

DISBURSEMENTS.

Nov. 16, 1907, signs, Salo Art Metal Co.,	$49.00
Nov. 19, 1907, Edw. M. Winters, stenographer,	70.75
June 1, 1908, Bing. Chamber of Commerce, supplies,	15.34
Sept. 29, 1908, Bing. Chamber of Commerce, supplies,	26.69
	$161.78
Oct. 1, 1908, cash on hand,	82.80
	$244.58

The report was duly accepted.

The appointment of committees which followed put in charge of resolutions Messrs. Clum of Trenton, Schemmerhorn of Shenectady, and Garfield of Rochester, while the nomination of officers was entrusted to Messrs. Bell of Harrisburg, Smith of Elmira, and Lenhart of Atlantic City. The roll of attendants was made out, which in its completed form was as follows:

Delaware—Wilmington: George H. McGovern, Secretary Board of Trade.

District of Columbia—Washington: C. H. Rudolph, President Board of Trade.

Massachusetts—Springfield: C. Henry Hathaway, Secretary Board of Trade; Worcester: John L. Sewall, Secretary Board of Trade.

New Jersey—Atlantic City: George S. Lenhart, Director Bureau of Publicity; Bloomfield: F. H. Davis, President, and Arthur Russell, Secretary Board of Trade; Hoboken: C. Alfred Burhorn, Secretary Board of Trade; Edwin A. S. Brown; Newark: James M. Reilley, Secretary Board of Trade; Trenton: Woodworth Clum, Secretary Chamber of Commerce.

New York—Auburn: Charles C. Adams, Secretary Business Men's Association; Frederick A. Benson; Binghamton: W. H. Hecox, President, and Byres H. Gitchell, Secretary Chamber of Commerce; Elmira: Howard E. Baker, Vice-president, and Roy S. Smith, Secretary Chamber of Commerce; Ithaca: Charles C. Howell, President Chamber of Commerce; Rochester: Charles F. Garfield, President, and Sidney R. Clarke, Secretary Chamber of Commerce; Saratoga Springs: C. A. Marshall, Secretary Business Men's Association, and Sidney T. Braman, Industrial Agent of Publicity Committee; Schenectady: N. I. Schemmerhorn, President Business Men's Association.

Ohio—Dayton: Walter B. Moore, Secretary Chamber of Commerce.

Pennsylvania—Carbondale: C. A. Stuart, Secretary Board of Trade; Harrisburg: James A. Bell, Secretary Board of Trade; Lancaster: C. A. Metzgar, Secretary Board of Trade; Philadelphia: N. B. Kelly, Secretary of Trades League; Merchants and Travelers' Association, Frank W. Huff, President, George L. Mitchell, Vice president, G. W. Summerfield, Secretary; George W. Tryon, Curtis Publishing Company; Wilkes-Barre: R. Nelson Bennett, Secretary Board of Trade; Charles K. Gloman, Editor of Trade Journal.

Virginia—Norfolk: Joseph A. Hall, Secretary Board of Trade; E. H. Heyman, Secretary 200,000 League; Petersburg: Edwin L. Quarles, Secretary Chamber of Commerce.

Immediately following adjournment and preceding the lunch hour, a large part of the members of the body went in search of bathing accommodations. One group, following the lead of the genial secretary from Elmira, was led for a long tramp up the boardwalk, until at last its guide brought it triumphantly to "Smith's Baths," which were promptly patronized, a recreation which became the regulation event each noon during the sojourn of the secretaries.

Thursday Afternoon

The afternoon session opened at 2.30 o'clock, President Bennett in the chair. In the absence of Mr. J. Ralston Cargill of Columbus, Ga., a paper prepared by him was read by Mr. Roy S. Smith of Elmira, as follows:

ADVERTISING FOR CITIES.

BY J. RALSTON CARGILL.

A careful consideration of the topic assigned to me suggests two questions, "Why, and How Should Cities Advertise?"

Undoubtedly, it is of prime importance in any advertising or selling proposition—the terms are practically synonymous—to know the intrinsic and real value of the property offered; this ascertained, the rest of the process is a mathematical computation of cost, efficiency considered, of the vehicle used to reach the desired conclusion.

The first question that naturally occurs to those who would advertise for a city is, "Have we anything anybody else might be induced to admire or desire?" The Indian who sold to the Dutch the Island of Manhattan for the sum of sixty guilders, twenty-five dollars, evidently entertained a depressed view of the value of his property. With a wave of his hand, a sweep of the eye, an ejaculative Ugh! he advertised his priceless possession. He had found a buyer; he had made himself understood; he had sold the heritage of his people for a mess of pottage.

Advertised? Certainly, but with less knowledge than we do to day. His basic fault lay in his ignorance of what he had.

The question, "Why should a city advertise?" follows this train of thought. Before attempting to answer, it should be asked, has it anything to advertise? For if it has not, the question answers itself, and the city has no *raison d'être*. Distinctive as is the human individuality wherein an atom more or less of grey matter, the cast of an eye, the shape of a feature, serves to differentiate us, so likewise are our cities.

One city has water power, another water navigation, another has undeveloped mineral wealth, another an equable climate.

Cities being mere aggregations of individuals, logically wax or wane with the fortunes of their citizens, and as surely as commerce and industry cannot be vitalized except by advertising, whatever the form or extent, so surely will civic growth be advanced or retarded by municipal advertising, or the lack of it.

A Case in Point.

The city of my home, Columbus, Ga., is located at the foot of the Falls of the Chattahoochee, and at the head of navigation of that river. Within a distance of thirty-six miles the Chattahoochee above Columbus falls 368 feet, with a possible capacity of 134,296 horse-power at average low water; 107,470 horse-power remained undeveloped.

Our steamer lines ran to Apalachicola on the Gulf of Mexico, affording economical transportation to and from the markets of the East and West. Our city, though eighty years old, could claim no more than 35,000 inhabitants, and we were further handicapped by the fact that there were just twenty-one other cities in the United States bearing the name of Columbus.

Our light was under a bushel; the world at large didn't know what we had. With the help of patriotic citizens we removed the bushel, set the light on a pedestal, and invited America to discover Columbus.

This was done by raising an initial fund of $4500, $1500 of which was subscribed by corporations and individual members of the Board of Trade, $1500 by the city of Columbus, and $1500 by the Columbus Power Company.

The fund was disbursed under the direction of a committee. We appropriated $1500 to magazine advertising, selecting as media the Saturday Evening Post, McClure's and Everybody's; $1500 to newspaper publicity advertising, and $1500 for purposes of a booklet and expense incident to a "follow up" system.

It is needless to say that the campaign bore fruit. Columbus, G-e-o r-g-i-a, Ga., got on the business map; the other twenty-one haven't been heard from yet, and are doubtless considering a change of name. The first two days' mail following our initial publication brought inquiries from fourteen states.

In one of our advertisements we stated that electric power could be purchased in Columbus at a lower price per unit than at Niagara Falls, a matter of fact; through this we immediately got in touch with a firm at Niagara Falls that wanted to move South.

The following statistics from our annual report, published a short while after beginning the campaign, may be of interest; 223 inquiries from 43 states and territories, the Dominion of Canada and the Hawaiian Islands. Pennsylvania led the list with 14 inquiries, New York next with 39, Massachusetts 24, Ohio 22, Illinois 19, Indiana 16, etc. The Eastern and Western States furnished five times as many inquiries as the Southern States. Canada furnished the same number (6) as the State of Georgia.

Results.

Now, as to results. I can best illustrate this by saying that with an increase of industries and business houses, the local power company was forced a year later to build an additional power plant of 5133 horse-power capacity, and has completed surveys for another dam across the river, the construction of which is a matter for the near future. Our city undoubtedly profited, from a municipal point of view, in increased taxable property, but what was of greater interest to the merchant members of the board who contributed to the fund, the population was augmented; there were more mouths to feed, more backs to clothe, more feet to be shod; and to the manufacturer, more labor and better labor to run his factory.

Whatever the amount a city may wish to expend, whatever the media it may select, it should by all means have a salesman to "land" the prospect, an expert fisherman, who can deftly encircle with his net the trophy lured by the tempting bait.

It is not sufficient merely to say in print "we have natural resources; come help us to develop them." Even the second step of a personal letter is not conclusive.

Send your representative to talk to him—paint a word picture—show him a mutuality of interest—make him promise to visit your city at your expense.

Great though the tangible results of advertising for cities may be, greater still is its influence in quickening civic pride and patriotism—after all the most potent factors for accomplishment, and without which no city, however favored, can excel. No city is so large, no town so small, that the one may dare stand still or the other invite oblivion. There is no middle ground in the contest for life—one lives or dies. Why should cities advertise? Answer—to exist? No! to live.

Mr. W. J. Donlon of the Savannah Board of Trade was kept from the meetings on account of illness, an absence which was greatly regretted, as that gentleman has had some valuable experience along the line of his subject.

Mr. George W. Tryon of the Curtis Publishing Company, Philadelphia, received a cordial greeting from the association, and proceeded to talk in an informal manner upon this theme. "City advertising," he declared, "is in an experimental stage. Some cities have raised sums of money and expended them in magazine and newspaper advertising, and have gained tangible results therefrom. Mr. Donlon of Savannah, who was to have addressed you this afternoon, secured $5000 from his home city, and came north to devise ways for spending it. He talked with some of the agencies in New York, but was not satisfied with the methods proposed. He came to me, and I advised him to keep one third for his expenses at some central place in New York, with headquarters at a leading hotel, where he could meet inquirers; to put a second third into magazine advertisements, and the balance into small booklets descriptive of his city. He adopted this plan, and when he came to send out letters, 60 per cent. brought back replies asking for personal interviews, a response which more than equalled his expectations. Montgomery, Ala., put $12,000 into a similar campaign, though it was crowded into much shorter time; and I believe they were well satisfied with the results. They relied chiefly on magazine advertising. Cincinnati has made a like attempt, but with less satisfying results. In general, the proposition concerning the advertising of a city is not different from that of any commodity which one wishes to sell. It means steady and continuous hard work, but the exercise of care in making the copy and selecting the best medium. You must go to a man who has made a study of the science of advertising, and get the benefit of his judgment and experience. Above all, you must put this business on a permanent basis, and must be ready to use a combination of avenues for reaching the attention of the general public."

A most interesting exchange of questions and replies followed, in which all present took part freely. Mr. N. B. Kelly of the Trades Union of Philadelphia raised the question of the value of such work for large cities like Boston or New York or Philadelphia, unless sums almost prohibitive were to be asked for such work. Mr. Tryon believed that even on such a large scale valuable results might be anticipated.

Mr. C. W. Summerfield, Secretary of the Merchants & Travelers' Association, gave some results of combining advertising in some sixty or seventy local country papers, and at the same time sending out some 10,000 "giant" letters.

Secretary Gitchell asked for light upon the question of why some advertising schemes yielded so little return, and this inquiry brought out with added emphasis certain excellent results, as in Kansas City, New Orleans and Los Angeles. The question of offering free factory sites came up incidentally, and called out some interesting varieties of view, Mr. Tryon being opposed to advertising such a fact, while others urged that out of four or five places offering equal advantages the city giving a free site would surely get the industry.

Mr. C. Henry Hathaway of Springfield, Mass., was called upon for some statements as to that city's present plans for advertising. "We have decided to offer a prize of $500 for that plan of advertising Springfield which should seem to our

committee of award most promising, and we are getting many responses to the offer. Incidentally, the fact that we have made the offer is attracting a great deal of notice for our city. What we are seeking is some plan that shall mean a continuous and not merely a temporary attempt. We want specifically to advertise Springfield as a place for locating shops and for building homes. The offer is open until Nov. 15, when the award will be made, and the plan, whatever it may prove to be, will at once be entered upon."

Mr. Bennett raised the point that indirect advertising may sometimes prove in the end the most profitable for a city, and Mr. Smith emphasized the fact that no one line of advertising alone can be relied upon. Mr. Kelley of Philadelphia alluded to a quarterly publication called "The Industries of Philadelphia," put forth by their Trades Union, supported by advertising, and containing no reading matter except about Philadelphia, for the purpose of bringing buyers into the city; and that when recently they sent out inquiries to those who had received this magazine, over 4000 letters came back telling of having made purchases as a result of such information.

Mr. Woodworth Clum of Trenton expressed himself as unable to decide for or against the general proposition of advertising, as some of his experiments had brought a degree of success, while others seemed unavailing. Mr. Heyman of Norfolk made a most enthusiastic speech, describing the municipal advertising of his enterprising city, with its committee of eight appointed by the Mayor, Councilmen and Aldermen, starting with an appropriation of $2000, which they hope soon to bring up to $10,000 per annum.

Mr. Sewall of Worcester spoke of a plan soon to be attempted by that New England city, of organizing a Board of Trade excursion to the Seattle Exposition next summer, with visits to commercial bodies in different cities en route, and an effort to advertise the city thoroughly from the Atlantic to the Pacific slope.

Mr. Gitchell raised the point that a distinction should be made between general publicity, by which a city obtains mention, and specific advertising of features, which will result in definite results in the line of securing new enterprises.

The discussions traveled over a wide range of view, but ended in the presentation of a definite scheme for co-operative advertising by all the cities represented in the association offered by Mr. Tryon. His plan was for the use of a quarter page twice a month in some weekly publication of wide circulation, with carefully prepared copy, changed each month, setting forth the fact that each one of the cities named had special inducements to offer, and inviting correspondence with the secretaries, whose names would close the advertisement. This plan met with a cordial welcome and it was referred to a special committee of three. It was estimated that in this way an expenditure of $500 annually from each city would secure the benefits of this plan. "What every secretary of a commercial organization desires," said Mr. Bell of Harrisburg, "is for inquiries to come to him that he can answer and follow up." It seemed to be the general sense of the meeting that co-operation of this kind was not only feasible, but held in it the possible solution of the difficult problem of the afternoon.

After a hearty rising vote of thanks to Mr. Tryon for his participation in the afternoon's discussion, the meeting adjourned until evening.

Thursday Evening.

From the afternoon's discussion of local problems of publicity and effective exploitation of civic resources, the association turned its attention to a wider range of thought, and took up the question of national organization of the forces represented by individual boards of trade and like bodies. The first topic scheduled was "The National Board of Trade," upon which the President of this organization, Mr. Frank D. LaLanne of Philadelphia, was to have spoken. His absence was explained by the following letter:

B. H. Gitchell, Esq., Secretary,
Binghamton, N. Y.

Dear Sir:—

I am just back from the International Commercial Congress at Prague, Bohemia, where I represented the United States Government and the National Board of Trade. I was very sorry I could not be with you on the first of October, but I was at that time on the ocean. I have before me your very kind letter of August 22d, in which you tell me that my topic "would be profitable to all of you in arousing interest in our National Association, which is honored by having you at its head." I hope some day in December to see you in Binghamton again. I have had several boards of trade join the National Board since I last saw you, eleven in all, and we are only caring for first class organizations. I always feel that the National Board's work is never finished, that it is always going on. We keep a bureau in Washington, always alive for information and to work with committees in Congress, and the Convention in Washington once a year simply lays out the work which a careful and hardworking executive should carry out through the year. The present executive devotes his entire time to the work of the National Board, is never idle. I have before me now thirty-two boards of trade which I must visit, to speak before them and, besides, have had to decline a number of invitations. The trip abroad was of some advantage, as your President was received with a great deal of consideration wherever he went. I am sincerely in hope that you read my letter before your honorable Convention in Atlantic City, which would explain to them that my continual and never ceasing work for the National Board, in this instance, kept me from being where I should so much have liked to have been.

Very truly,

(Signed) FRANK D. LALANNE.
President.

In the absence of Mr. LaLanne the meeting was favored with an address by one of the directors, Mr. N. B. Kelly, representing the Trades League of Philadelphia as its Secretary and Freight Commissioner. Unable to be present in the afternoon, Mr. Kelly kindly continued the general theme of civic advertising and its results by giving in an informal manner some valuable information concerning the labors and achievements of his organization.

Mr. Kelly said in part:

The Trades Union of Philadelphia was organized in 1891, and grew out of a desire for common effort to secure stop-over privileges on railway tickets from southern points to New York, something which is now universally granted. This induced the directors to establish a Transportation Bureau, which has succeeded in preventing discrimination in rates against Philadelphia in favor of New York, and also in establishing twelve steamship lines, by which we now have direct water communication with all parts of the Atlantic coast as far away as New Orleans. We have also promoted the establishment of a thirty-foot channel to the ocean.

We have also looked carefully after freight rates, and the maintenance of proper differentials, having twice won our case before the Interstate Railway Commissioners. We watch carefully all legislation affecting the business interests of the city, whether in the city or State Legislature or at Washington; at each of these points we keep a man to watch carefully the situation, especially upon all matters of taxation.

Desiring in every way possible to advertise the city and keep in public view its advantages, the Trades League has organized series of excursions running from inland points to Philadelphia and here to Atlantic City; these have been exceedingly popular, over 60,000 persons having patronized them this present season. In this connection we have done much to bring individual merchants to Philadelphia, and have found that the new business thus established has been an important item. We publish a monthly synopsis of the work of the League, and once a quarter a magazine of high literary merit, devoted to a description of what is in our city, which is carefully distributed to a selected list of merchants all over the country. Our organization belongs to the National Board of Trade, and also to National Advisory Council of Chambers of Commerce.

Mr. J. A. Arnold, president of the Texas Commercial Secretaries' Association, was to have introduced the next topic, "The

N. B. KELLY.

Secretary's View of a National Commercial Organization," and his greatly regretted absence was explained by the following letter:

Mr. B. H. Gitchell,
President Association of Commercial Executives,
Binghamton, N. Y.

Dear Sir:—

I am in receipt of your communication of the 26th inst. asking for my views on National Organization. I do not feel that I have given this subject sufficient thought, and I know my discussions have been too limited to justify an intelligent expression on the question of National Organization. I do not know what the feeling is throughout the United States, and can only speak for Texas. The secretaries of Texas, both as individuals and through their organizations, are heartily in favor of National Organization, and are ready to join in such a movement, but think it should be well planned before the work is begun.

Texas has participated in some half dozen national organizations, and none of them have ever met the second time. There was always a spirit of co-operation, plenty of enthusiasm and sufficient money pledged, but that ended it. All associations heretofore have failed for lack of funds and this brings us to the heart of the subject. To evolve financial plans will require a close study of national necessities from a commercial standpoint and the assembling and harmonizing of ideas of individuals and organizations, and to undertake to anticipate the proper course at this distance would be a prophecy rather than a suggestion. I believe that when intelligent and patriotic representatives of the people get together to discuss any subject, they will find a solution of their problems, and I would recommend that your Association, and all other state or sectional associations, appoint a committee on national organization, which can carefully deliberate over these matters.

I consider it will require about $5,000 and six months' time on the part of some good secretary to organize this movement properly, and a minimum sum of $25,000 per annum to run the Association after organization. The Texas commercial secretaries have had some sort of organization for the past fourteen years, but until quite recently we have accomplished nothing through lack of finances, but we have solved that problem now, and I believe it can be solved in a national way also.

I do not anticipate any difficulty in arriving at the purposes, objects and methods of our work and shall take no time in discussing these minor matters, but shall be content with making a suggestion of the paramount importance of finances and leave the solution of this problem with your meeting.

With personal good wishes, I am,

Yours very truly,
J. A. Arnold.

His place was most acceptably filled by Mr. Edwin L. Quarles, secretary of the Chamber of Commerce, Petersburg, Va., and special delegate from the newly organized Southern Commercial Secretaries' Association. He presented the following comprehensive discussion of his subject:

NATIONAL ORGANIZATION.

By Edwin L. Quarles.
Secretary Chamber of Commerce, Petersburg, Va.

Mr. President and Gentlemen:—

Even though my duties in commercial association work are primarily devoted to the secretaryship of the Chamber of Commerce of Petersburg, Va., I have the honor to be present at the sessions of this Convention as the representative of the Southern Commercial Secretaries' Association, and in this connection I should like just a word as to the history of the Southern Association.

In August of this year, Mr. W. B. Royster, secretary of the Chamber of Commerce of Chattanooga, called the secretaries of the commercial associations, in the territory commonly known as the Southern States, to meet in his city for the discussion of matters pertaining to their work and for the exchange of ideas looking to the increased efficiency of the men in their work for industrial and commercial promotion. At this Convention, which lasted three days, there were present about twenty-five secretaries besides representatives of several railway companies and the press. These men gathered from nine different states, including the territorial extremes, Virginia and Texas. A permanent organization, styled the Southern Commercial Secretaries' Association, was effected at this Convention, and even though the Association is now less than two months old, every prospect points to a representative membership and a successful life.

The matter of a national organization for commercial association executives was discussed by those of us that met in Chattanooga, and so far as any immediate attempt along this line is concerned, an understanding, if not a definite decision, was reached. I think I may therefore state here with propriety that what I shall have to say touching the topic under discussion will indicate not only my personal views, but also the attitude of the Southern Commercial Secretaries' Association.

A national association of commercial secretaries is a full-toned, majestic phrase, and the actual realization of its significance would be a source of pride to every man here. But to call an organization national will not make it so. The difference between an organization which is

National in Name and National in Fact

is very great, and the difference between the ease with which we could call an association national and that with which we could make an association national is a comparison which may make it unwise at this stage in the history of the commercial secretaryship to attempt nationalization.

Probably the first benefit to be derived from organizations of this kind is in the annual convention, at which the secretaries gather to discuss their work. These conventions should be attended by secretaries from all quarters of the territory included under the organization. If the territory is national, the attendance at these gatherings must include representatives from all the States, or a goodly number of them, else the organization will be national in name only. Tell me, if you please, in what city in this country a convention could be called at which we could secure such an attendance. This points out one of the great difficulties to be encountered for the present. The commercial secretaryship is a profession almost in its infancy. The greater number of men employed in this work do not receive salaries which will enable them to meet the expense of a trip to some one point to which they would be called from the various cities of the country, and even though it might be argued that the local Association should pay these expenses for its Secretary, still careful investigation will show that probably a large number of associations themselves would have their treasuries somewhat disturbed by accounts of this nature. In addition to this the enormous territory to be covered in operating affairs of the Association would make them very hard to handle easily.

Undoubtedly the gentlemen who have managed the affairs of this Association now in Convention here are to be commended for bringing together so large a number as we have present, and thus to use this Convention as a practical illustration of the point will, I am sure, not be misunderstood. The name of this Association is, as I understand it, "The Interstate Association of Commercial Executives," and from this it is to be supposed that no secretary from any State would be considered ineligible for membership. But we cannot claim for this Convention anything more than a sectional representation.

Now what could be done before the next annual Convention to secure really national membership and national attendance?

Speaking from the standpoint of the Southern Commercial Secretaries' Association in regard to the proposition to nationalize, there is one great reason why at this stage in southern commercial and industrial development it would be unwise, if to nationalize means to wipe out the southern organization.

It is my pleasure to assure you, gentlemen, that so far as sentiment is concerned, there is to-day

No Mason and Dixon Line

with the men who are working for the progress of either the North or the South. The young men on both sides of the old line may be proud of the honors won by their fathers, but the obligation resting upon our shoulders to-day is imposed by a far different phase in the development of this country, and sentiment has nothing whatever to do with the problems which we have to confront to-day in our work. It is, however, true that the South, being the theatre of a great conflict, received a setback from which she has only in recent years begun to recover. This makes the industrial conditions in the South to-day, in many respects, different from those which exist in the other sections of our country, and the methods to be applied by the commercial organization are correspondingly at variance with those which it is necessary to use elsewhere. In the North not only the cities, but also the outlying districts, are in a very much more finished condition; the public highways are in a high state of improvement; the capital for the development of natural resources is commensurate with those resources; the thought of even the small business man is not simply to make enough to live on, but to improve and expand. These are things which have in a large degree been already accomplished in the North, and with this foundation already laid, the work of the secretary of the commercial organization is simply to build higher and higher. In the South the work of the commercial secretary to-day is hardly more than to complete a foundation. We have rich pockets of minerals yet untouched; vast water powers yet undeveloped; thousands upon thousands of acres of tillable land awaiting cultivation; public highways to be built, and the one need is capital. Where is it to come from?

It might be argued that even though the work of the commercial executive in the South is not what it is in the North, still to bring together the secretaries from all sections of this country in a national organization would be as much to the individual and specific advantage of those from one section as from another, because the association would not attempt to promote the communities themselves, but simply to increase the efficiency of the secretary. On the other hand, the truth of the matter is that the ultimate purpose in increasing the ability of the secretary is to increase the prosperity of his community, and in order to do this, the secretary must first of all grow stronger in devising methods to suit the peculiar needs for the development of his locality.

As an example of this, I might cite the movement now gaining momentum for a great southern commercial congress to be held in Washington in December, the purpose of which is to assemble the business leaders of that section for a better understanding of their own possibilities and through the publicity given authoritative utterances as to the resources of the South, to dissipate prejudicial notions due to a misconception of conditions in the South by many living in the other sections of our country.

EDWIN L. QUARLES.

The idea to hold such a congress had its birth at the Convention of Southern Commercial Secretaries last August, but if the commercial executives from the territory, the peculiar needs of which have made it seem advisable to promote this movement, had been meeting with those representing so vast a territory as that sectional needs would have had no place in the deliberations, this movement would probably never have gotten its start.

I have tried as far as possible to treat this subject from a broad viewpoint, and I very much hope that you gentlemen from all sections of our one great country have understood the spirit in which I have spoken.

The second speaker assigned to this subject was the man to whose quiet dynamic force this organization has been so greatly indebted, Mr. Byres H. Gitchell of Binghamton, who, as Secretary and Treasurer, has so successfully conserved and extended its work during the last two years. Preferring to leave more time for general discussion, Mr. Gitchell gave only a portion of his intended address; this has been since elaborated into a more complete discussion of the whole question, and is soon to be published in pamphlet form. To attempt any mere abstract would be doing this an injustice; we, therefore, present certain portions embodying some of the most important conclusions reached:

NATIONAL ORGANIZATION.

The brains behind the Hearst newspapers once gave forth this thought: "Real Success and Happiness are Attained through Service for Others."

The commercial organization, by whatever name it may be known, which is successful in the broadest sense, attains this success through service for the city it represents and the members comprising its organization. The chamber of commerce that makes the most of its opportunities divides itself in two parts, one for the civic, industrial and commercial growth of the city, the other to serve the common or mutual interests of the various classes of its membership. In the first, it serves its members by serving the city; in the other, it serves the city by serving its members.

Our members are putting up money and in many instances what is more valuable, their services, because they want done a work which can not be done by themselves as individuals, whether this be the broad civic work or the more special work in contributing through organization to the more economical and efficient administration of various departments of their business. Whatever may be their purpose, the organization must give the members in return for their money and time—results.

These results are given them in a great many ways. It may be given by locating new factories which give a city material growth. It may be given through the civic activities of an organization; in keeping its members fully and intelligently advised as to the administration of their public affairs; it may be educating the people to the commercial, civic and moral advantage which results in the settlement of international disputes by arbitration instead of war; it may be by influencing local legislation; by securing increased transportation facilities; or, by the more efficient administration of the local business charities. These I class under services to the city.

Results may be given the members through labor bureaus, traffic bureaus, credit departments, trade extension leagues, real estate exchanges, retail merchants' associations and other various department activities of a commercial organization. These may be classed as services to the members.

The various lines of activity mentioned are better and more satisfactorily administered under one efficient organization. This is at present the exception rather than the rule. In most cities we find several organizations attending to all the various matters, with more or less—mostly less—regard for their relationship to each other. The present day tendency is to unite the various organizations. Business men get tired of the numerous demands on their money and time. The less active and efficient organizations fail to retain their interest and support. If not taken up by the stronger organization, a work really needed in the community fails of accomplishment.

If the business men of a city will just stop and study the matter they will

Consolidate all Organizations into One,

give it adequate support so that no work that really ought to be done will be passed by. Or the chamber of commerce, if it is

awake and alive to its opportunities, will not fail to take up and add to its regular activities any department that will serve their city or their members.

Just as every locality needs a commercial organization, so does every state, the business men of the state and the local commercial organizations of the state need a state commercial organization. And as the local organization must produce results, so must the state organization produce definite results. Just as the commercial organization is essential to the city and state, so is there to-day a need in the United States for a national commercial organization that will serve the nation, the local commercial organizations and the business men of our country in exactly the same if in a broader way than the commercial organization of which I have spoken, the city and its members.

All I have said and all I might say of the local organization can be applied with equal force to a national organization. Such an organization can no more exist for the sole purpose of making jobs for a set of time servers than a local organization. It must exist for a worthy purpose and serve that purpose.

Mr. Gitchell then passed in review present organizations like the National Board of Trade, and frankly voiced what seemed to be the general feeling of the convention that they accomplished no practical results in return for the annual dues which they asked, and then went on to elaborate, as follows, the kind of national organization demanded to-day:

Let us speculate a little while and assume that there was a practical plan of a national organization advanced with some one in active charge to inspire confidence. By that some one I mean a man with a position corresponding to secretary in a local board of trade. The Binghamton Chamber of Commerce would be willing to contribute annually from $200 to $300 for its maintenance, and actually give the time necessary for local and state or sectional co-operation, in the same measure that we ask active work and co-operation from our individual members.

Things to be Done.

Here are some of the things my local experience suggests that the Binghamton Chamber of Commerce would want actually done in return for its investment of money and time:

First, an official organ of the national organization, that would keep our officers and members monthly advised of the news of the commercial organizations of the country, and of the progress of the affairs of the national organization in its various departments.

In addition to this, which would probably be a monthly publication, we should expect frequent bulletins from the various departments of the national, in which the Binghamton Chamber of Commerce would be interested, which would be a help to our local committees affected.

We should also expect the national organization to maintain an active and efficient legislative bureau that would keep our Chamber of Commerce and its members reliably informed regarding all matters of legislation affecting their interests, and to represent such interests before Congress and the proper Congressional committees.

Such a national organization would supply a semi-official means of communication between the various executive departments and the business men of the country representing our local Chamber of Commerce, both in seeing that our members know what the government is daily doing in their interests and that the government, through its various departments, is advised of those matters that the business men would like to have done in their interests.

Such a department would make the National Council of Commerce, as proposed by Secretary Strauss of the Department of Commerce and Labor, unnecessary.

Through a department or bureau we should expect such a national organization to co-operate effectively with our interested manufacturers in the development and extension of their trade in foreign countries. This is now a department of the National Association of Manufacturers. It could very properly be a department of each local chamber of commerce. This work the local could best carry on in co-operation with a national organization. For this reason it would be a very proper line for a department of such national organization as we are considering.

After discussing at some length the possibilities of such an organization in regulating traffic and transportation, the labor question, factory locations, protection against swindles and well-considered plans for the technical training of men for secretarial positions, Mr. Gitchell concluded as follows:

A national organization, such as we are considering, would have at its disposal several organizers who would be sent into any city desiring a new organization or a reorganization of a decadent body, or, in fact, who could be sent in to help out a live body starting new departments. This would mean that the Binghamton Chamber of Commerce could call for and get a first-class man to come in and assist the Secretary in broadening the scope and efficiency of his organization. A place like Schenectady, where the commercial bodies have been undergoing a consolidation and reorganization, could have had temporarily the services of a first-class man to get them started right and to have assisted a new and perhaps green secretary along the right paths. Many of the cities now in a state of coma could be aroused and active, efficient organizations started on a permanent basis.

In fact, I could suggest in an hour enough work that our local organizations actually want done by the right kind of national organization that would take a million in money, and an organization of paid men that a decade would be required to build up to a state of efficiency.

Such an organization as I suggest can not be built up in a day or a month or a year. But it can be built up, and just such an organization as I am speaking of is badly needed by the local commercial organizations of the country, and needed to-day. The Binghamton Chamber of Commerce should not be compelled to join and support a dozen organizations to get what one ought to furnish. Even by joining the dozen we should not get what we want.

BYRES H. GITCHELL.

All that I have suggested can be done by one organization. It will require the services of men who will make it their life work, who will make of themselves specialists in their particular departments, men who will serve not only for the salary they are getting, but also for the pleasure and satisfaction of doing the real things of life, service to their country and their fellow men.

When the results are counted in any one department I have suggested, it will be found that the expense of maintaining the whole organization will be justified there alone.

With the results you will find that the commercial organizations and the business men of the country will support the national organizations just as liberally and just as loyally as have the business men of Binghamton supported the Binghamton Chamber of Commerce.

Just as the start was needed in Binghamton four years ago, so now is the start needed for a real national organization. This brings us to the questions: Are we to start with some organization that we already have, like the National Board of Trade, with its efficient President, Mr. Frank D. LaLanne? Are we to start with the National Council of Commerce fathered by Secretary Strauss? Or are we going to start with our own association in connection with the sectional associations now formed or forming in other parts of the country? If so, when? where? how?

The closing moments of this most profitable session were fully occupied by animated discussion of the general question of a national organization. The universal opinion, expressed in some

instances with emphasis, was to the effect that the present National Board of Trade, through certain defects in its constitution and methods, was by no means meeting the demand for what its name embodies. There was a strong desire that the recognized benefits of such a gathering as this at Atlantic City should be extended to as many as possible, but the practical difficulties of bringing together representatives of remote territories was also recognized, and the entire question was finally referred to the Committee on Resolutions.

The chair announced as a special committee to consider the advisability of co-operative city advertising by joint action of the commercial organizations here represented, be referred to a committee, consisting of Messrs. Clarke, Adams and Burhorn.

Friday Morning.

"How can a sense of pride in the growth and development of a city be awakened in the conservative, selfish and non-progressive citizen?"

The importance and perplexities of this question loomed large in all minds as the convention came to order on the second morning of its work. It is safe to say that there was no topic upon the programme which embodied more that is vital to the work of a commercial secretary; nor was there any theme which presented more delicate and difficult problems. Mr. Woodworth Clum, representing the Chamber of Commerce of Trenton, was assigned to the opening of this discussion, which he prefaced with a narration of some personal experiences bearing upon this matter. His completed paper has found a place elsewhere in the Magazine (see page 272), and will repay the most careful attention.

We are also able to present the main portions of a paper read by Mr. Heyman of Norfolk, which was most deeply enjoyed and enthusiastically received. Mr. Heyman said, in part:

Mr. President and Fellow-workers: A very knotty problem has been given me to answer in this discussion. It is not answerable at a moment's thought, and I fear that it would puzzle the brains of King Solomon, were he here now.

Let us take the first part and dissect selfish, conservative, old Mr. Fossil with moss on his back an inch deep, who cares only for self, who has no feeling for his brother man in this world. He is generally a man who does not believe in progress, and the one way to convert him is to get very close to him. How can this be done? you will ask. By practicing a little deceit, which I should rather not do, but which is very necessary in carrying out this point. You will find that he has some hobby; it may be in telling about his city, and how it should be run, or whether it should be advertised. Don't cross him; kindly side with him, for an ounce of persuasion is worth more than a pound of compulsion. It may be that he has a piece of property that he would like to sell to some factory for a site, and have the chance to build houses for their employees. After he has made the deal he goes around blowing his horn about it until he gets others to thinking about the matter, and you soon discover that he has done a good work for your organization, and may be induced to join a little later, for mercenary motives, that he may sell another piece of land. I have found that the best way to convert this class of citizen is to show him how to swell his pocketbook. The only way to reach some men's hearts is through their pocketbooks.

Having had the personal experience of handling several of this very kind of citizens we are discussing, I do not feel that it is out of place to give you my experience, as you may profit by same. The first thing that I did was to get in close contact with them by catering to their whims and fancies. One was always telling how much money the city was wasting and how it could be saved; another had a pet piece of land that he was raising the price of every day; another was a miser who did not want to eat enough, because it cost, and didn't see how the association was going to help him anyway. But another had the hatred of a rattlesnake for a "squatter," as he termed the man who was a newcomer, and not born in his native state; he had no love, or even a kind word for the "squatter," to help him in getting started in business. Take stock in the factory he was starting? No, sir, not he. I made warm personal friends of all these; not merely plain friends, but siding with them and then catering to their whims; did some everlasting favors which put them under lasting obligations to me. These four men are to-day members of the organization of which I am Secretary, and have made good members, too, as my best workers have taken particular pains to put them on some prominent committees, and they feel their importance.

Now for the other half of this subject, "The Booster," as I consider him. The question arises:

"What is a Booster?"

He is the man who helps along, like the booster station of an electric power system, that constantly encourages the electric fluid from the power-house to its destination by lifting it along. The booster of to-day lends a helping hand whenever he can, or a word of encouragement and praise, and in helping others he himself is likewise helped. The booster is the man who takes the time and trouble to investigate for himself the many and varied advantages over other cities that his city possesses, and in doing this he quickly and necessarily reaches the conclusion that his city is a place of great importance.

The booster believes in his home city first, last and all the time, and will not turn a receptive ear to any word or criticism, unless it be for the purpose of answering with figures and facts and arguments defending his home city, and drawing attention to her many features of superiority.

The secretary of a business body who is pushing for supremacy for his city must be a booster, and I am sure that I am looking in the faces of many booster secretaries who appreciate the strength of this position, knowing full well that it is only necessary to present in a truthful, straightforward, conservative, and yet aggressive manner, the many advantages that his city has by comparison with other of the great cities of the United States.

The true booster is not a boaster, but speaks forth the words of truth and soberness, and speaks them from the house-tops and not from the cellar; is a man of high ideals and conceptions of life. The true booster will undertake to build up his city by doing things by concerted effort, and not by heaping abuse or needless criticism upon the people of other cities. While loving his own city he rejoices likewise in the success and advancement of other cities and other sections. The true booster loves his fellowman—fears, honors and tries to serve his God.

One man can do one thing, two men can do two things, but two hundred boosters can do anything they start to do.

Why should not the booster boost his city? Why should he not be permitted to tell the truth in such convincing and earnest manner as to cause other people to know that he is telling the truth, and be impressed by the words that he speaks? The true booster hears some croaker say that his city hasn't this factory or that good point. The booster hears some envious person claim that we shall not be able to show this or that so well as some other city.

The Norfolk Booster

replies: "No, but we have the grandest harbor on the Atlantic Coast, the largest navy yard in the country, 20,000,000 people within twelve hours' ride of Norfolk, and many other good things that no other city can boast of," and you can always find out by asking that this old grumbler is one of the selfish, conservative, non-progressive citizens who have not been converted.

Yes, my friends, the booster both at home and abroad sees his city and talks his city from the sunshiny side, and never from the shadow of a cloud. There is no use telling the bad of a city; let that take care of itself, for if you cannot say a good word, don't say anything at all.

If you are faint-hearted, you can't be a booster. To be a booster you must know a thing, then be able to tell it, and have the nerve to stand pat and believe in yourself.

I am proud that Noah Webster put the word booster—one who lifts up—in the dictionary. I believe in boosting—boosting truthfully, earnestly, valiantly and courageously, and boosting all the time.

He who openeth not his mouth in behalf of his abiding place is a clam.

He who knoweth his city and boosteth not is a lobster.

At its close there sprang up instantly a discussion which soon assumed a personal and experiential character, a few gleanings from which will have to content our readers as a very imperfect compensation for the loss of being present.

Mr. Reilley of Newark declared, "This is a matter of simple

business rather than mere pride. Find men who are interested in different matters of common concern, as, for instance, playgrounds. Get the women interested, and in the growing enthusiasm for practical achievement this question will begin to get answered. It is also well to make the Board of Trade rooms a recognized centre for various groups of the representatives of specific industries; get them to make their headquarters at your rooms. Let all ideas of civic betterment and civic service centre in your organization until men shall instinctively turn to it for help in all such matters of common welfare."

Mr. Roy S. Smith of Elmira emphasized the importance of a good membership committee, and the work of a "booster day," or even a "booster week," in which some genius of great persuasive powers shall lead a concerted movement for new members. "Work along all lines that are needed!" urged Mr. Smith; "get results, and interest in your work and pride in a city that is being thus aided will surely follow."

Mr. James A. Bell of Harrisburg, familiarly known among his friends as "Sunny Jim" because of his good nature and genial optimism, made a speech which cannot by any possibility be reproduced, so packed was it with keen hits and good points. "Be sure and get the ladies on your side when you are dealing with these mossbacks who can never enthuse over their city. The woman behind the man will give results every time. When I am afraid that my committee men will forget their evening appointments, what do I do? Telephone them? Not much! I call up the wife and ask her to be sure to remind that good husband of hers of the very important committee meeting after supper; and I always get my man. In Harrisburg we owe more than can ever be told to the women who made our Civic Club such a success."

At this point there came a recess for a few moments, to give a local photographer an opportunity to immortalize the delegates by the picture which is found as the frontispiece of this number of the Magazine. It was an easy if undignified procedure to pass directly through the open windows to the adjoining lawn; the return in like manner, however, was a different matter for some of the "substantial men" in the midst, but by the aid of some "good backing," and an effective demonstration of "boosting," even the delegate from Schenectady found himself quickly restored to the room from which the previous exodus had been made.

The interruption seemed to stimulate instead of suppress the flow of ideas and experience on this subject. Mr. Hathaway of Springfield gave an animated account of a grand outing of his board of trade, at which a clam-bake, athletic sports and a good time in general, in which congressmen and members of the city government were invited to join, resulted in an enthusiasm which inspired the city's most staid and stately citizens to follow the band up the main street from the station on the return, and stand in front of the Board of Trade rooms cheering for the committee of arrangements and the organization itself.

Mr. Howell of Ithaca and Mr. Metzgar of Lancaster followed, emphasizing again the importance of showing positive results of usefulness to the whole city from the efforts of the Board of Trade. "In Ithaca," said its representative, "we have a bad-debt agency, which beats all the lawyers in town for its efficiency, until we are able to say to hesitating candidates for membership, 'Give us your dues and we will collect your debts!'"

Mr. Stuart of Carbondale touched again the importance of enlisting the ladies in the work of civic betterment, which as soon as done arouses the most indifferent to enthusiasm. "Make your people understand that where a man makes his money is the place for him to spend it!" Mr. McGovern of Wilmington took up the same thoughts, urging that the most hopeless, selfish, conservative had his soft spot, which, when once found, would ensure the desired results. Mr. Quarles again delighted his listeners with the charm of his typical southern eloquence. "Change the phase of thought," he urged; "put some of these revered things in the alabaster box of memory; be proud of those who faithfully discharged their responsibilities in other days, but meet the responsibilities of the present hour. In dealing with individuals emphasize the moral aspects of this matter. Sit down with a man and show him his opportunity and his duty. Eliminate the things which he is to get out of such work for his city, and emphasize what he has the privilege of putting into efforts for the common good."

When this session adjourned for opportunity for the daily dip in the surf and for lunch, there was a unanimous opinion that such an "experience meeting" was the forerunner of better work and larger accomplishment in coming months.

Friday Afternoon.

At the opening of this session letters of invitation for the next annual meeting were read and referred to the Executive Committee.

Mr. Edwin L. Quarles expressed his enjoyment of the sessions, which he was attending as the Secretary and official representative of the Southern Association of Commercial Secretaries, and extended an invitation to this body to be represented at their meeting to be held in Atlanta.

Mr. James H. Moore, assistant real estate and tax agent of the Central Railroad of New Jersey, was introduced to the body, and spoke briefly of the work of their agents in locating new industries.

The regular programme of the afternoon brought forth a series of papers and addresses, which were a revelation of successful endeavors of commercial organizations for the last year. These were listened to with closest attention, and called forth a free interchange of views upon a wide range of practical topics. The address by President Charles F. Garfield of the Rochester Chamber of Commerce will be found on page 270.

AUBURN'S IDEA OF THE RAILROAD AND THE CITY.

By Mr. Charles C. Adams,
Secretary of the Business Men's Association, Auburn, N. Y.

A properly equipped railroad holds the same position in relation to building up a city that any other industrial plant occupies.

All live commercial organizations are interested in establishing new industries because they increase population, and an increased population means an increase in the receipts of all mercantile lines.

For illustration one single interurban trolley line landed in a single year 188,096 passengers on the streets of Auburn, with the result that nearly every one of whom left some money with the Auburn merchants.

This explains why a chamber of commerce is interested in the construction and operation of a railroad. I say operation, for if a road is not operated properly it is of little value to a community.

During the past year our Business Men's Association felt so much dissatisfaction with the manner of running trains on the Lehigh Valley Railroad, which practically has control of all the towns north and south of Auburn, that after repeated requests to the railroad officials had been unhonored, they appealed to the Public Service Commission for relief. Several hearings have been held, all of which were favorable to our Association, and we shall be greatly disappointed if the commission do not direct the railroad company to give us better passenger service.

Railroads are no longer considered private institutions.

Justice Gaynor recently said, in a memorable address before our Association, that railroads were public highways and not private roads, that they could not be built except as public highways because the necessary land could not be acquired to build them as private roads.

Any individual can own a railroad if he can buy all the land required for its right of way, but how quickly some person will hold up and block the enterprise by refusing to sell. The government, however, can take the land for a public highway against the will of the owner, otherwise no railroad could ever possibly be constructed.

Railroad Corporations Trustees of the People.

Therefore railroad corporations are mere trustees of the people, to operate the railroads as public highways for the benefit of all the community and not wholly for the individual benefit of a railroad corporation.

Since the Hughes Law went into effect appointing a public service commission in New York State, railroading has ceased to be a private business, although Justice Gaynor argues it never was a private business—the directors only thought so—and they must be operated in the interests of the public.

The failure on the part of the railroads to listen to the prayers of the people who are compelled to patronize their roads is what made the Public Service Commission possible.

The question: "Well, what are you going to do about it?" can no longer be put to the people of New York State.

The Public Service Commission is the first intelligent answer that the people have been able to make.

If railroad corporations will strive for the good will of the people, which they can have more easily than any other corporation, they will find the people are not hostile, but on the contrary will strive to assist the railroad in every possible manner, for their interests are like.

People will not travel to a place, even to shop, if they cannot go and come when they want to. An unsatisfactory passenger train schedule means the loss of thousands of dollars to the merchants of many towns.

Some communities have no better railroad service than they had fifty years ago. Some towns have actually decreased in population because of the abominable railroad service, and yet the very corporations that control these localities are declaring big dividends and have millions in surplus.

Neither is it because railroad conditions in general have not changed and made progress. Compare the Empire State express or the Black Diamond running a mile a minute with the DeWitt Clinton, the first railroad train in New York State.

The body of a stage-coach furnished the model for the first passenger cars on a railway. The coaches carried eight people, the train ran about twelve miles in every forty minutes, the rails were of strap iron spiked down. These would loosen, so the engineer carried a man with a sledge-hammer, who watched the track, and when he spied a spike sticking up he would reach down and drive it home.

All this is now changed; so has the opinion of the farmer and railroads changed.

In about 1838, when the old New York Central Auburn branch was completed, a farmer in the southern part of the county drove to the city and sold his oats for 19c. a bushel at the old Exchange Hotel, making the remark, "Next year they would get that pesky railroad completed and then there would be no sale for oats, as there would not be much more use for horses."

Everything has changed in the way of transportation in the last fifty years, and every community is entitled to the benefit when conditions warrant it.

The City Helping the Country.

Our commercial organizations should lend their best efforts to help the rural man to get what he is entitled to; by so doing they help themselves.

Frequent trains and run on time is what the people demand in this living age.

Prior to the order of the Public Service Commission that trains should run on time, they were as bad in that respect in New York State as they were in that western city when one day the train did get in on time, the Business Men's Association got together and decided that they ought to show their appreciation of the effort to run trains on time, so they made up a little purse and took it to the conductor, and the President, as only presidents can, made a neat little presentation speech and thanked the conductor on behalf of the citizens. The conductor replied, "Gentlemen, I fully appreciate the motive that has prompted all this, but I cannot conscientiously take the money; this is yesterday's train."

But this condition is now a thing of the past in New York State; in Auburn we are doing all we can as an association to encourage new railroads, and trolleys particularly, for they run to the business centre and stop often and run frequently. The trolley or gasoline motor car is the only practical solution of short lines when frequent service is demanded.

There are to-day frequent illustrations where the steam road could not be made to pay; when the gasoline motor car has been substituted, it pays handsomely.

In Auburn recently, when it was impossible for certain railroad interests to get a charter from the Common Council, prominent members of our Association formed a company, became directors and demanded as public citizens that a charter be granted. It was granted, and to-day is being operated very successfully for the mutual benefit of the company and the business men.

To sum up, we believe in Auburn that commercial organizations can do no better work for their city than to encourage in every way possible the building of new railroads when practical, and then see that they are operated in the interests of all concerned. For railroads are public highways, held in trust by corporations for the mutual benefit of all, both the people and the corporation, and success or failure is shared by both.

THE HOBOKEN BOARD OF TRADE.

By Mr. C. Alfred Burhorn, Secretary.

The Hoboken Board of Trade was organized in the fall of 1904, and from a small beginning it has reached at this time a membership of 185, the gain in membership during the year having been twenty two.

There have been five meetings during the year, with an average attendance of twenty seven members, the smallest attendance at any one meeting being sixteen and the largest thirty-six. It has probably been, all things considered, one of the best years the board has passed through.

A number of the committees have been very active and have done good work.

The Committee on Streets, after a thorough inspection of the streets of the city, presented detailed reports, copies of which were forwarded to the Street Commissioner and the Mayor and Council. Their recommendations were received and in some cases acted upon.

The Post Office Committee, finding that the facilities of the local post office were inadequate for the proper handling of the business, was instrumental in securing a conference between the postmaster and certain of his superior officers and the Congressman from this district, as a result of which an appropriation of $60,000 was secured from Congress for the enlargement of the local post office building.

Other committees called attention to

Needed Improvements

in some of the public buildings, with the result that these matters were looked after by the city authorities.

Another committee designed and published a postal-card showing the advantageous location of Hoboken; and another committee compiled and published a folder giving a chronological history of the city.

Through the efforts of another committee the recommendations of the National Board of Fire Underwriters for better water supply were acted upon by the city authorities, and the work of laying a new main has just about been completed. The effect of this larger supply will not only better fire protection, but will serve also to lower the rates of fire insurance.

The Board of Trade has offered a gold medal to a member of the Police Department and Fire Department who shall have distinguished himself during the year for meritorious conduct. The first of these medals was presented on Decoration Day, and it is believed the presentation is appreciated by the members of these respective departments.

The Board of Trade opposed certain appointments by the city government, viz.: an assistant corporation attorney and a chemist for the Board of Health. In the one case they asked for a hearing before the Mayor and Council, which was granted, and although the impression was that the protest would be heeded the appointment was nevertheless made.

In the other case a delegation appeared before the Board of Health to oppose the appointment of the chemist, but the protest was not heeded. As a result, however, of this action two of the members of the Board of Health resigned in disgust. Generally speaking, however, the Board of Trade is regarded with respect by the authorities, and no doubt in time their influence will be much more potent.

The public press has been very favorably disposed towards the board, particularly of late, and it has occurred that when certain important matters have come before the City Council, the press has asked the opinion of the board and has given their views prominence in its columns.

Educational Endeavors.

In the early part of the year the board arranged an illustrated lecture by J. Horace McFarland of Harrisburg, Pa., on the "Crusade Against Ugliness," to which the members of the Women's Club and the general public were invited. The lecture was well received and showed that much good can be

accomplished between municipal bodies and women's organizations.

At one of the meetings of the board we had the pleasure of an address by Woodworth Clum, secretary of the Trenton Chamber of Commerce, and are led to believe that friendly visits of this character are not a little helpful to our work.

One of the principal features of the year's work is the annual banquet, which has come to be the most delightful event of the social and business life of the city. On the last occasion there was an attendance of 230, and among the guests we were glad to have Governor Fort of New Jersey, Wm. G. McAdoo, president of the Hudson & Manhattan Tunnel Company; A. J. Demarest, superintendent of public schools of Hoboken; the Mayor of the city; Rev. Dr. Beatty, pastor of the Presbyterian Church, and others.

The work of the board has been considerably augmented by the publication of the monthly bulletin, the idea of which was suggested to the secretary by the knowledge gained at the last Convention of the Commercial Executives during his intercourse with other secretaries, and I desire at this time to make this acknowledgment. It is my sentiment that the opportunity of meeting men who are active in the work of commercial organizations in other places has been of untold benefit, and has helped much toward the work that has been done this past year.

At the present time an attempt is being made to increase the membership, and this is being done by an appeal to our members to mark the next meeting day of the Board of Trustees, Oct. 17th, as an important one. Our President is about to return from a short trip abroad, and it has been suggested to make the day referred to the "President's Day" by surprising him with a large batch of applications for new members. It is hoped the scheme will turn out well.

Our board has taken a broad view of civic work, and believes in supporting national movements as well as local, and we are recorded as members of the Atlantic Deeper Waterways Association, National Rivers and Harbors Congress, National Board of Trade, American Civic Association, and last, but not least, the Commercial Executives.

THE 200,000 LEAGUE OF NORFOLK.

By Mr. E. H. Heyman, Secretary.

In beginning my story, I will ask you to remember the month of March, 1906. I was in Norfolk for the purpose of putting on a pure food show for the Retail Merchants' Association. This show was a success from a business standpoint, but the lack of appreciation for home manufactured goods was most evident. I also noticed in Norfolk, regardless of her natural advantages, a dearth of manufacturing plants. Having organized several Booster clubs in other cities and knowing their worth to a city in this fix, I determined to organize a club here, and to educate the people to believe in inducing industries of all kinds to locate here, and to patronize them when they did come.

With this end in view I consulted several of the leading financiers of the city, getting no sympathy from any except Mr. R. A. Wainwright and Mr. C. A. Neff. These two gentlemen gave me great encouragement, with the result that the 200,000 League was organized at once. At the first meeting that afternoon, March 14th, 1906, Mr. Wainwright was elected president; Mr. Neff, vice president; Mr. F. A. Porter, treasurer, and your speaker, secretary. A small office in the Board of Trade Building was rented and a table and two chairs were all the furniture purchased, and with a second-hand typewriter, owned by me, we commenced business, without a cent in the treasury.

In twenty-four hours after the first meeting I had pledge cards printed as follows: "I hereby join the 200,000 League and agree always to boost and praise Norfolk. As far as possible I will trade with home merchants and buy goods manufactured in Norfolk in preference to any other. I also agree to pay fifty cents per month to further the good work of the League."

By April 1st, we had about twenty members, and they steadily increased until June 1st, when we had some fifty members. At this time we held our first meeting and fifteen directors were elected to help in the work.

On the 7th of December, we held our

First Booster Meeting

in the Academy of Music, one of our largest theatres, and it was packed. We had a large parade marching from the Monticello Hotel to the theatre. Among the prominent men who were present and made speeches were Ex-governor Cameron, President R. A. Wainwright, Captain J. W. McCarriek, Honorable C. H. Bull, Theo. S. Garnett, Jr., and many other prominent Virginians.

In October, 1906, the Citizens' Commission was formed from our ranks by Dr. Southgate Leigh and others, for specific work during the Exposition period. I found out that the city was sadly in need of a "City Beautiful" committee; and so the Citizens' Commission went to work with an energy and vim that even surprised the people. They meant to make it attractive to their guests, and they did. The men saw to it that every bad street was paved, every old bridge made good, every unsightly and dangerous building torn down or made presentable. There was not a hole in the street or a bad sidewalk that escaped the eagle eyes of the committee in the eighteen months of work they gave for the city.

I was confident that the work of the Citizens' Commission could not be carried out as it should without the aid of the ladies, and to this end we organized a ladies' auxiliary, and members were enrolled until we had the number of 2,500. They realized the conditions amongst the negro population and the poor white, and that diseases might arise at any time when the city became full of guests, so they set about averting such dangers.

These ladies were the leading society and club women of the city, and felt the responsibility of the situation, as well as a pardonable amount of civic pride. They visited among the very poor black as well as white, and in a kindly fashion taught them lessons of cleanliness and health. They successfully endeavored to awaken

Civic Pride

there, for the poorest woman in the city tried to make her humble home as attractive as she could. Empty dry goods boxes were gathered from the merchants and carted to an empty lot in the centre of the city, where several old negro carpenters made them into flower boxes for windows or on door steps or in front yards. I was then delegated to go to Washington and get a donation of flower seeds from the Government, and with Congressman Harry Maynard made the trip and had sent to them 5,000 packages of hardy seed.

The ladies met in the back room of the office of the League and put the seeds up into small packages, and when this was done went down amongst these poor people and taught them how to plant these seeds in the boxes which had been distributed. The effect was highly gratifying, and visitors to Norfolk last year will recall with pleasure the flowers that bloomed in the little cottage and cabin windows all along the car tracks, while whitewashed walls and clean backyards kept the flowers company and showed that lessons of health and cleanliness as well as beauty had been learned.

Another problem faced me in looking after the boys and girls of Norfolk, and I determined to organize the school children into a league to be known as the Junior League. They were formed into city ward clubs to help carry on the work. They made reports of bad places in the pavements, they picked paper and cans from the streets, and kept a jealous eye on the distribution of fruit skins. They made their school grounds into flower gardens and filled the windows with blooming plants, contributing greatly to the appearance of the city. The best thing about their work is that it is lasting. The need of their existence was great and the children are still making a crusade against dirt and disorder.

During the period of the Exposition, we maintained a free information office on a prominent street in a storeroom, which was magnificently fitted up, no money being spared to make it come up to all requirements. This room was the headquarters of many prominent commissions during the Exposition, and was the means of putting me in touch with many large manufacturers throughout the country. Three young ladies and a clerk were kept busy mailing printed matter out all over the world. Maps costing five cents postage each were sent out in tubes to the number of 120,000.

On July 29th, 1907, our

First Booster Car

was sent out over the Norfolk & Southern Railroad, through North Carolina, making twenty stops of a day each. The car was opened from 2 to 6 p.m., and from 7 to 11 p.m. each day. Hundreds of souvenirs were given away to those visiting the car at every stop, it being estimated that we had over a million of them aboard. Every night the Mayor and City Councilmen were invited down to the car and entertained in royal style. The greatest success attended the car at every stop, and many were the compliments received. To-day there are many of our wholesale houses who will tell you that they have customers that came from the work of the booster car.

Many inquiries were coming in about Norfolk as a business place, and through our efforts the Columbia Phonograph Company, the Marbury-Pegram Chinaware Company, the W. C. Huber Com-

pany, the Colonial Theatre, and American Piano Company were located here before the close of the Exposition.

The famous Exposition Cleaning Corps, composed mostly from the ranks of the League, which did such valuable work in helping the Exposition to clean up the grounds ready for President Roosevelt on Georgia Day, did more to offset the impression abroad that the citizens were not co-operating with the Exposition management than a hundred thousand dollars could have done.

The lighting of the streets with thousands of electric lights was originated by the League, and the first $500 was raised by me.

On the first of January of this year, Mr. Paul T. Collins was elected President; although a young man, he has guided the League on to success. He is what might be called a working President. At the time he was elected to the office, it was debated whether the League should elect an older and more mature man, whose name and age would give special prestige, but it was unanimously decided that they would elect a

Yonng Man who was a Worker,

in place of an older man who might prove a drone. Mr. Collins has proved beyond a doubt that the League acted wisely in placing him at its head.

In the month of May this year, the school board thought that the High School was not sufficient to accommodate the fast-growing scholarship and called upon the City Council to help them out. As is natural in all cases like this, our city fathers wanted to enlarge the present building at a cost of a couple of thousand dollars. Knowing that the present building was a fire-trap and merely a make-shift, I went to work with a vim, having the backing of my superiors, and sent letters out to all cities the size of Norfolk in the United States, asking them how they were fixed on a high school. As soon as I received the answers, which were all favorable, I gave them to our Mr. J. D. Hank, Jr., a young rising lawyer, who is chairman of our Finance Committee, and he went on the floor of the Council and gave them a speech that will go down in history, and at once it was voted to purchase a piece of ground at a cost of $37,856, and a bill is now before the Council to appropriate $250,000 to erect a school building that will be an honor to the city.

The Southern Immigration Association, which has met with so much success throughout the South, was first conceived in a meeting of the Board of Directors of the League. This organization has grown to be a big thing, almost every large trunk line in the South being a member.

Last year we published a thirty-two-page magazine boosting Norfolk, but this year I have been so busy that we have sent out only a monthly bulletin.

A record of every letter answered is kept, also the number of pieces of printed matter, and the records show 3,452 letters and 586,410 pieces of printed matter sent out since our beginning.

The League has located a large $300,000 stove plant and a $200,000 cement works only recently, and the good work goes merrily on.

We are operating at this time a free information bureau in the large lobby of the Law Building on one of the most prominent corners of the city.

We have just gone through a large Industrial Fair that lasted for three weeks, and was the means of showing up in a miniature way the many varieties of wares manufactured in Norfolk. We had forty-two elegant booths designed by me, and the admissions at the door were 6,782. This was a very good turnout of our citizens when you think that the admission price was twenty-five cents. Many hundreds of orders were taken, and the people were delighted.

Mr. James A. Bell of Harrisburg gave a breezy report of general progress along all lines of city building since the convention of a year ago, and dwelt upon the movement for public comfort stations on which his organization is at present laying emphasis.

He also discussed the important work of getting wires underground, in which Harrisburg is much interested.

Of course, Elmira was promptly on hand with a rousing report from Mr. Roy S. Smith, who described so vividly the great celebration of the midnight moment which ushered in the year 1908 that his audience could almost hear the echoes of pealing bells and playing bands of music, and the great carnival of triumphant noise with which the citizens of Elmira wished each other a happy New Year.

Mr. Gitchell has kindly "reported in print" the story of Binghamton's record for recent months, which may fittingly close the report of this stimulating session.

MR. JAMES A. BELL.

BINGHAMTON'S CIVIC REVIVAL.

Up to four years ago Binghamtonians were apologizing for their Board of Trade. It met once a year at a banquet, smoked, had a few speeches, threw bouquets at each other and at Binghamton. The board was never accused of doing anything. It had nothing to do with. One hundred and sixty-five members were enrolled and about 100 paid annual dues of $5. Whenever the Board of Trade required time, the secretary had to sacrifice his own business.

Mr. L. M. Wilson was elected President without his knowledge or consent. He said that he never had been identified with a failure and did not propose to begin then. If he served, it would be at the head of an organization that would have money enough to do business, have permanent quarters equipped for business, a paid secretary who would have no other business but the Board of Trade. The organization must have at least $2500 per year. The results such an organization could produce for Binghamton would be worth $25 per year to every business man. If it was not worth $25, it was not worth having at all. "Couldn't get it. Couldn't get it," he was told. He thought there were one hundred men who had $25 worth of pride in Binghamton; in fact, he knew there were. He found them alone. It was hard, but he got them. 119 at $25 per year. He promised results. The Board of Trade was buried with due ceremonies and an entire new organization, the Binghamton Chamber of Commerce, started.

I was elected Secretary and with a good board of directors we started in business for Binghamton. The first year was spent in getting our bearings and the organization in shape to do business right. We cultivated the financial interests and the business leaders, so that we could depend on their support when needed. We did not bother the members. We were after results to show them something for their money. The first year our results were largely negative in turning down bad propositions.

Our members were satisfied with the showing. We were not, but we knew that everything done the year before would show up for good in the future. It did. Here are some of the definite results we have to show our members for their money and their time and their moral support:—

Tangible Results.

Located factories employing over 1000 persons and spending annually in pay-rolls, etc., in Binghamton $1,000,000.
Raised over $200,000 Binghamton capital, and imported over $500,000 of outside capital in a period of thirteen months.
Furnished members with reliable credit information and collected twenty per cent. of their bad accounts.
Furnished members with a daily record of the county clerk's office.
Brought twenty-five conventions to Binghamton.
Been successful in getting people to patronize home industries.
Improved local train service.
Raised $12,000 for San Francisco fire sufferers.
Distributed free books advertising Binghamton.

Took initiative in a movement resulting in a revision of the city charter.
Procured declaration of policy by business men in favor of arbitration, enforcement of law and against boycott in the case of labor troubles in Binghamton.
Expressed sentiment of business men in favor of acceptance of Ely Park, a new high school, and more light on the principal business streets.
Held meetings of members for expression of opinions of business men on public questions.
Co-operated with banks to keep local financial conditions normal last fall.

Good Support.

Now we have 250 members, the support of all the people of Binghamton, for any proposition that has the stamp of our approval. If we want money, we get it by asking. If we want time for Binghamton from the busiest men in town, we get it. If we want conditions improved, we get them improved for Binghamton. Now we have concluded that we can't continue the work we have started and care for the other important matters that need our attention without an annual income of $10,000. That means fifty new members, making a total of 350 of our members contributing a special fund of $50 per year each, in addition to their regular dues. We are going to have that before January 1st. Not bad for a city of 50,000 people.

It means work, but we are going to get it. Why? Because the organization has produced results for Binghamton and for its members. Because no men in the Chamber of Commerce, officers or members, are bigger than the organization; because the Binghamton Chamber of Commerce is not being used for selfish purposes, but is working for Binghamton and all its members, and working successfully, because the people of Binghamton know that every dollar they invest will be accounted for in definite, tangible results, actually accomplished.

MR. ROY S. SMITH.

Friday Evening.

At the opening of this session the convention had the honor and pleasure of welcoming Gen. P. V. DeGraw, the fourth assistant postmaster-general of the United States, who spoke briefly of the work of his department and the value of such conventions as this. Major John W. Carson, chief of the Bureau of Manufacturers of the Department of Labor and Commerce, was next presented to the meeting, and spoke at some length of the importance of organization in this country of commercial interests, especially in view of such quasi-official organizations in foreign lands, as in the case of Germany. "We have tried," remarked Major Carson, "to bring boards of trade and chambers of commerce into the closest possible touch with all departments of the government. This government really exists, among other reasons, to promote the trade interests of the United States, but until this bureau was organized there was no effort made for disposing of our surplus products. We have now reached the point where our power to produce far exceeds our capacity to consume; therefore, we must find a market for this surplus. Hitherto our manufacturers have been concerned in supplying our own markets, which are the most profitable of all in the world, which we can only safeguard, in my opinion, by maintaining a tariff which will protect them from countries where lower wages prevail.

Secretary Straus has made large efforts to meet these new conditions, "resulting in the establishment of the Advisory Council, with which you are all familiar. In my department alone we have six or seven special agents, each an expert in his line of investigation, named by various industries and appointed by us, and their reports are receiving the highest commendation."

Major Carson gave some valuable suggestions as to the importance of studying the exact trade conditions in the various countries now open to our products, and urged the necessity for immediate effort to anticipate other nations in the present competition for the remaining open markets of the world.

A hearty vote of thanks was presented to these two representatives of our federal government, and they were voted in as honorary members of the body.

The regular programme of the evening followed, consisting of an address by Mr. Sidney R. Clarke of Rochester upon "The Limit of a Commercial Organization's Activities," which will be found in full upon page 274.

The closing address of the evening was given by the President, Mr. R. Nelson Bennett of Wilkes-Barre, upon the question—

"TO WHAT EXTENT SHOULD A COMMERCIAL ORGANIZATION PARTICIPATE IN FINANCING LOCAL OR IMPORTED MANUFACTURING ENTERPRISES?"

Gentlemen of the Convention: While enjoying the delights of a wood fire in the heart of the Adirondacks, an exile from heat, dust and fly-by-night promoters, there came from your efficient Secretary, without any preliminary notice, the printed programme for this second annual convention, which told me of the greatness thrust upon me, viz., the Presidency, and also that on Friday night I was expected to read a paper on the above topic.

If he only had asked me to prepare a pack basket for a deer hunt, I should have offered no objections; but this finding "sermons in stones" is very tough when your data are neither in your head nor procurable from your office desk.

In discussing the financing of

Local Industries,

my experience and reading have led me to believe that a successful industry already located does not need the help of any commercial organization. The directors and managers are usually affiliated with some banking institution and have only to make their needs known to secure the desired assistance. Local concerns that are unsuccessful usually have one or two pitfalls into which they have fallen: (1) bad management, which will wreck any concern, no matter what its merit, and (2) lack of capital. For a board of trade to help this second class becomes a task. In the first place an investigation and audit must be had to discover the trouble, then the Chamber of Commerce must secure a permanent remedy if possible, and seek to inspire confidence not only in the stockholders, but with the banks and citizens in general. If lack of capital is the trouble, and the management inspires confidence, and the commercial organization is appealed to (it rarely is after the concern is once going), then a detailed report of investigation should be made and circulated by the Manufacturers' Committee, plain so that all could read; and with the moral backing of this report the directors should be told to go ahead and solicit subscriptions either to an additional stock issue or a bond issue, whichever seems feasible in the particular case. However, the actual work should be done by the local concern itself, the commercial organization merely acting as lending a helping hand, not taking the burden upon itself; otherwise the management of all local industries would devolve upon the local organization, which in the last analysis would mean the secretary.

The task of financing

Imported Manufacturing Enterprises

opens up a larger field, and yet why should it when it is better business to take care of what you have than dissipate your energy in securing a new industry that may soon be begging for further assistance? Most of us desire to increase the industries of our city, thereby increasing the population and the purchasing power of the city, which is a boon to all merchants and business men generally. Statistics show that in cities where such mills have been located $1000 was added to the tax duplicate for each man employed.

The secretary's mail is full of all sorts of propositions. They say on paper, "We will bring our factory to your town; what have you to offer us?" In Wilkes-Barre we say, "By reason of location and environment, as well as other circumstances, this ancient town of unique name and notable life offers unsurpassed advantages and unexcelled opportunities as a manufacturing and trading town as well as a place of residence. These advantages and opportunities are open to the benefit and enjoyment of responsible investors and home seekers, and to all such now outside the bounds of our city who want to benefit themselves, the Board of Trade extends a 'glad hand.' Wildcat schemes, get rich quick speculators and fly by-night promoters are neither sought after nor desired."

The new factory people reply, "City A has offered us a free site, City B exemption from taxation for ten years. We want something of value from your citizens, both as a part of the bargain in locating the factory, and in addition getting the people in the new city interested in the strangers and ready to help because of that interest if such help should be needed."

It is all very well as a matter of board of trade theory, policy, or what not, to merely state the natural advantages of a city and expect the strangers to settle there merely because you have sent them some literature on the city. In practice it amounts to cities bidding for new enterprises. When the report spread that the National Cash Register Company were expecting to leave Dayton, nearly every city of any size put in its application, showing how eager we all are to work for something "good." The size of the bid depends upon the merit of the proposition; what is there back of the concern? Can they sell their product, and can they make it so that a profit will result from the process of manufacture?

Now what are some of the bids which cities have been known to make to receive "good and going" industries?

(1) Some cities offer a free site. Either an individual has adjoining land to develop, or is public-spirited enough to donate a site outright, or a few men make a pool and present a site to the board of trade for such purposes. This has been done in Wilkes Barre, and the mill thus located is still a growing concern. But often if the land is donated outright, the promoters may merely start the erection of the factory, sell out, and move to another "easy" field. Some strings attached to the gift make it better from the city's standpoint, either that so many employees will find work for a certain period, or that, in case of failure, the land shall revert to the donor.

(2) Some cities offer exemptions from taxation for a period of five or ten years. This is not legal in Pennsylvania, and is resorted to less and less, as the taxes usually amount to such a small item that any successful plant hardly notices them.

(3) In Elmira the bonus system is in vogue. They have a fund which they donate to worthy industries, upon certain very strict conditions. For instance, in the case of a valve manufacturing company, Elmira gave them a large outright cash bonus to locate there, letting them spend the money as they saw fit. This was done instead of offering them some special plot of land, paying moving expenses, building a building, or paying taxes. And it was only after competition became keen between rival cities that the generous offer was made.

A Bonus

may be a good thing, but suppose that after receiving the bonus the factory decides to move again. The city is no better off and their money is gone.

(4) Concerns often approach a city with this proposition—we will bring $125,000 to your town provided you raise $75,000 in preferred stock, viz., 6 per cent. or 7 per cent.; we to use the $75,000 as we see fit, and the city to have its proportional representation on the board of directors. In a case of this kind it is usual for the manufactures committee, after a thorough investigation, to recommend the proposition to the investing public as a safe industrial proposition.

Then the work of raising the $75,000 devolves upon the manufactures committee and the secretary. This method has been applied with great success, the amount which the city raises depending entirely upon the merit of the proposition.

(5) When the city does not relish the idea of subscribing to preferred stock, with a usual bonus of common stock thrown in to catch the speculator's eye, an alternative proposition is often made that the city will take bonds instead of stock. This method of a city taking bonds seems to be the most successful and popular. Williamsport and Binghamton have recently landed industries by this means. In Williamsport the Susquehanna Dye Works were secured by the citizens subscribing for $140,000 of 6 per cent. twenty-year bonds, and the Sweets Steel Company by taking $150,000 of twenty-year 6 per cent. bonds.

In the first instance the citizens, at a mass meeting, made the subscription, whereas in the second instance six banks underwrote the $150,000 issue, the proceeds to be applied to

MR. R. NELSON BENNETT.

the purchase of ground, erection of buildings, installation of new equipment, etc. The banks agreed to take the issue in proportion to their capital, surplus, undivided profits and deposits, reserving the right for citizens to take bonds at the same terms under which the banks accepted them.

(6) In Binghamton a lounge company, now the Binghamton Lounge Company, was located there, the city turning down the proposition to take $50,000 of 6 per cent. preferred stock redeemable at 110, but agreeing to take a like amount of twenty years six per cent. bonds at par. In this instance one bank underwrote the entire issue. The writer was in correspondence with this same concern and received this reply when asked why they located in Binghamton: "It is such a beautiful place." We think, however, that the underwriting of the $50,000 of bonds had more weight than the beauties before mentioned.

(7) Another method of giving assistance is for a city to agree to pay the expenses of moving a factory to its new location. The writer had a conference with a Chicago concern which desired to come East, which developed that to move the industry, heavy machinery, etc., would cost $50,000. The concern wanted us to contribute that amount. This practically amounted to the bonus system, only we should have been aware of the purpose for which our money was used.

In many cases, when the factory is not too far distant, the agreement to

Pay the Moving Expenses

appears like a fair and just way of transferring some consideration for the new acquisition.

(8) The organization of an industrial company to build a factory building to lease to a new concern for a period of ten years, with an option of renewal, is still another way of attracting outside industries. In this case a company organized for $50,000, all paid in, could build a factory costing $80,000 by placing a mortgage of $30,000 on it at 4½ or 5 per cent. Then they could have the building on the basis of an

annual rental of 6 per cent. on the total cost of the building, the factory people to pay all taxes, keep the building fully insured and in repair at their own expense during the life of the lease. In this way the industrial company can pay dividends at once to its stockholders, and lay up a surplus, measured by the difference between the mortgage rate of 5 per cent. on the $30,000 and the 6 per cent. rental rate. Binghamton has used this method and prefers it to all others.

The writer had plans all prepared to locate a very attractive industry, the concern merely asking Wilkes-Barre to contribute $50,000 of value, either in land and building, or any other way. About the time we were satisfied with our investigation another city offered

A Building Free

and a bonus of $40,000 besides. We immediately were forced to say we couldn't at once duplicate the proposition, and lost, which goes to prove that even good concerns, not itinerant industries, will locate, all other things being equal, where the offer is the most tempting.

Granted, then, that we all offer bribes, though under protest, perhaps. How is the money to be raised to secure concerns? In every city there are groups of men who go into things together. One puts down his name on a subscription list, and they all follow. It is necessary usually to get some one of these groups of men with money to invest to investigate, then persuade them either as individuals, or as a syndicate, or through the banks with which they are affiliated, to raise the money. Some of these men, probably most of them, belong to the board of trade, and the entire success of your work in this direction depends upon your ability to awaken interest in the pockets of these prominent men in your home town.

To illustrate: Wilkes-Barre took $85,000 of 7 per cent. preferred stock of the Matheson Motor Car Co., the subscriptions ranging from $5000 down, the company bringing us a going concern with $215,000 of cash paid in. Later, when the business developed to an amount of $500,000 annually, citizens took another $75,000, with a common bonus, in order to expand the business. During the panic days in New York last fall a concern which had taken and paid for the entire output the year previous, netting the motor company a profit of $56,000, defaulted on their $800,000 contract for the entire output for 1908. In order to keep the business going $50,000 was raised one evening by public-spirited citizens as a working fund. Now the Matheson Automobile Company has been formed to sell the product of the manufacturing company, and $150,000 was raised this summer to form the new company. The same men practically who raised the $50,000 working fund raised the $150,000 for the selling company. They believe in the product and the management, and do not propose to have Chicago & Alton or Metropolitan Street Railway finance ruin a meritorious Wilkes-Barre concern.

How Raise Money?

Granted that you must raise money for a concern, and assuming that you have the banks or individuals who will subscribe money, what proportion with reference to the total capital of the industry paid in should the city raise? It all depends upon whether the local people desire the control or not. Usually the local people are not anxious to assume the management, because they are not so familiar with the details of the new factory, but they desire to have a check upon the expenditures of the concern, so that their local contribution will not be wasted or the concern jeopardized. According to the writer's opinion, the city should not contribute more than a fourth of the total capitalization paid in, and then only in a going concern. No board of trade should begin at the bottom and promote a patent or an article which may not sell; but should only lend assistance to a going concern in some of the ways mentioned. A board of trade cannot become a promoter and incorporator of companies, and should recommend new industries only after the fullest investigation. Assume, however, that the board of trade pledges itself to raise $100,000 in bonds to locate an industry, and the citizens agree or take that amount of bonds, and then when the time of payment comes around refuse to pay for their subscription. The board of trade has pledged its honor and cannot raise the money as agreed. This has happened in some cities and has embarrassed the commercial organization very much. In one place the banks agreed to help the board temporarily until other additional subscriptions could be made. In this same city the Board of Trade has decided that in the future when it becomes necessary to sell any bonds, the Board will employ a professional bond man to solicit subscriptions and pay him a commission of ten per cent. and so relieve the executive officers of the Board of this unnecessary burden.

Many more subjects might to taken up, but in leading this discussion I have merely touched upon a few which may be of interest to our Association.

A most animated discussion and interchange of experience followed these two papers, and closed the evening's session.

Saturday Morning.

With greatly reduced numbers in attendance, but with no diminution of interest, the closing session of the convention convened and proceeded at once to complete its business. The election of officers, as reported by the Nominating Committee, resulted as follows: President, Mr. R. Nelson Bennett, Wilkes-Barre; Secretary-Treasurer, Byres H. Gitchell, Binghamton; Executive Committee, for three years, Byres H. Gitchell, Roy S. Smith of Elmira, N. B. Kelly of Philadelphia; for two years, R. Nelson Bennett, Sidney R. Clarke of Rochester, Woodworth Clum of Trenton; for one year, James A. Bell of Harrisburg, George S. Lenhart of Atlantic City, Edwin L. Quarles of Petersburg.

The Committee on Place of Meeting reported in favor of Rochester for 1909, and with great enthusiasm, including hearty words of congratulation from disappointed applicants, the report was unanimously accepted.

MR. GEORGE S. LENHART.

The Committee on Resolutions, through its chairman, Mr. Woodworth Clum, reported a hearty expression of thanks to the friends in Atlantic City who had extended such gracious and generous hospitality, with special appreciation of the untiring efforts of Mr. George S. Lenhart, and the delights of the "Dennis," under the constant vigilance of its proprietor, Mr. Walter J. Buzby. This resolution was adopted by a rising vote, to which Mr. Lenhart made response.

The following telegram was received from Mr. J. A. Arnold of Fort Worth, Texas, and was suitably answered by the President:

Fort Worth, Texas, Oct. 2, 1908.

B. H. Gitchell, Convention of Commercial Executives.

Texas sends greetings; you are doing good work. Texas is with you in any movement for the good of the country.

The President and Secretary were instructed to make suitable reply to this greeting.

The following letter from Texas should also be added to the report of these sessions:

San Antonio, Texas, Sept. 23d, 1908.

Mr. B. H. Gitchell, secretary-treasurer, Binghamton, N. Y.

Dear Sir:—Your favor of Sept. 19th is at hand. I regret that I am unable to attend the Atlantic City Convention. Just at present, however, we are engaged in a strenuous campaign for a new railroad from this city to the Rio Grande. I am about to start out on an automobile trip over the proposed route with a view of holding up the cattle kings for big subscriptions. It will be the first time an auto has penetrated that trackless country, and we shall doubtless have experiences.

In connection with the work here, I am also conducting a publicity bureau and meeting with great success. You doubtless noticed the "pair of pants made from an (angora) billy-goat" for Mr. Candidate Bill Taft, and carried into the Republican Convention at Chicago.

We are now organizing our State association and hope to make it an effective weapon to check the radical tendencies of the State Legislature. The movement promises success, as the business interests of the State are lining up behind us.

Don't you think it would be desirable at your Atlantic City meeting to insert the word "National" in the title of your organization, to distinguish it more sharply from the district and state organizations, and could you not thereby broaden its scope and make it an instrument in raising the dignity of the profession and getting larger recognition?

I shall be glad to hear from you again, and to co-operate as far as I can from this end.

Very truly yours,

John B. Carrington.

The following letter from Mr. R. J. Maclean was read to the convention:

Wilmington, Del., Oct. 2, 1908.

Mr. B. H. Gitchell, Sec. Commercial Executives,
Hotel Dennis, Atlantic City, N. J.

My dear Sir:—Your telegram of to-day is just at hand, in which you extend sympathy in my bereavement and express regret at my absence from your convention. I certainly appreciate the sentiments expressed and shall be obliged to you if you will so notify the convention.

During the entire year since we met in Harrisburg, I have been looking forward with great interest to being with you at Atlantic City, and you may rest assured that I am very sorry indeed that I am unable to be with you to-day. The programme at Harrisburg was an unusually good one and I derived much benefit from it. I am quite sure that every one present at Atlantic City will be very much benefited by the exchange of ideas. The boards of trade of this country are doing a very valuable work in building up our commercial interests. In all my travels I have never met a more up-to-date and more thoroughly interested class of men than the secretaries of the boards of trade who met in convention at Harrisburg.

Again thanking you for your sentiments expressed, I remain

Yours very truly,

R. J. Maclean,
President.

It was unanimously voted to extend through our Secretary to Mr. Maclean the personal sympathies and regards of all the delegates in attendance.

The Committee on Co-operative Advertising reported, expressing a favorable judgment of the proposed scheme, and referring it to the separate organizations for their consideration.

Owing to the smallness of attendance and the lateness of the hour, the discussion of questions, as led by Mr. James A. Bell, was materially shortened, though some points of great helpfulness were brought out in the informal questions and answers, in which all present participated.

An early adjournment was taken in order to be in readiness for a banquet generously tendered the members of the convention by Mr. Buzby, and to accept further hospitality from Atlantic City in the shape of a "roll-chair excursion" in the afternoon, followed by a yachting party, and concluding with an evening entertainment.

"See you next year at Rochester!" was the parting word of all to each, as the delegates went homeward on their various routes, with quickened zest and broadened conceptions of the dignity and possibilities of executive service in the modern commercial organization.

A BELATED BIT, TOO GOOD TO MISS.

Just as this page-form was being made up, Elmira reports in a letter her hustling Secretary, Mr. Roy S. Smith. His excuse for tardiness is so eminently satisfactory and characteristic that the following quotation is offered:

"I have at last settled down to attend to some office business following the Atlantic City Convention. I find three letters from you, and hasten to reply. I have been making a succession of business trips; have landed two new industries; have completed plans for a big shoppers' holiday carnival during the holidays, and started a number of other things, so you must pardon this delay."

We are in a forgiving mood, in view of such achievements; and are well content to close this report of the doings and sayings of the commercial executives with the following sketch of

A YEAR'S HAPPENINGS IN ELMIRA.

"A city is what its commercial organization makes it." This, at least, is the belief of the officials of the Elmira organization, whose Chamber of Commerce officials were working hard to make Elmira the first city of its class in the Union. Activities commenced with the annual meeting which brought to a close the previous year. This meeting was a novel one, containing as a special feature for the education of the people "living pictures" from industries which the Chamber of Commerce had brought to the city or had been interested in industrially through some special movement.

These living pictures were handsomely staged within a huge frame erected for the purpose, and each view, mounted with pretty stage effects, showed men at work manufacturing the products as they were made in the industries. The "pictures" were highly entertaining and also educational. They were interspersed with stereoptieon views of factory interiors and exteriors, and other Chamber of Commerce activities, including views of the proposed boulevard about the city, and other civic improvement plans. Other entertainment features included music, booster songs, and vaudeville, which were used to make the annual meeting a rousing entertaining affair.

The past year has seen a number of new industries brought to Elmira; the material extension of several industries already in the city and strong indications that with the resumption of business several new industries would be located during the present year.

During the year, twenty-one conventions have been entertained by the Chamber of Commerce, and many friends made for the city through the hospitable manner in which the guests were made welcome.

A considerable feature is made of the publicity work, an effort being made to keep all kinds of publications informed of the progress of Elmira; such news of the city's progress has been published in every State in the United States and many foreign countries through the agency of its publicity bureau.

Work is being actively promulgated on a general plan for civic improvement; for an "Industry Incubator," a large building where small industries may secure quarters and rent floor space with light, heat and power furnished and thus grow and develop; for trade extension excursions; for a holiday shoppers' carnival; public rest rooms; a convention hall; and for an extension of the interurban trolley system connecting Elmira with all suburban towns.

The Chamber of Commerce inaugurated last New Year's eve a public celebration in welcoming the New Year. At midnight closing the old year all the city bands were massed and a general parade started from the City Hall, following which was a joyous celebration in honor of the New Year.

Through the efforts of the Chamber of Commerce the industrial importance of the city has been greatly extended, the population increased, trade conditions bettered and the citizens generally more optimistic and confident of the future.

Worcester's New Union Station

Present Beginnings and Future Plans.

THE most important building operation in Worcester in 1909, and one of the most important in the history of the city, will be the construction of the new Union Passenger Station in Washington Square next year. Plans for this structure were drawn back in 1905, and were made public at a meeting of the directors of the Board of Trade, Jan. 12, 1906, and the three years that the railroads were given then to complete the work is already far spent.

Genuine, however, has been the effort made to accomplish something this year. Work on the abolition of the grade crossings is already well advanced by Messrs. Ryan & Keon, the contractors in charge for the railroads of the work, and at Washington Square S. I. Howard, the contractor, has razed the buildings until he has literally made a desert of that section of Front Street adjoining the tracks.

THE SITE OF THE NEW UNION STATION, OCTOBER 1, 1908.

The work of both contractors has not only been done expeditiously, but absolutely without accident. No one, unless he has made a special study of the subject, can understand the magnitude of the operations involved in the preparation for the new station. The grade crossing problem alone in a city of 150,000 inhabitants is a mighty one, and yet it has been solved so simply, so easily, and so quietly, that Worcester people themselves do not realize what has taken place. Nor do they appreciate the fact that within a year it will be possible to run express trains into the heart of the city at the rate of sixty miles an hour, if the railroads desire to, with perfect impunity, and without the slightest danger to pedestrians and equestrians living alongside the tracks.

In the same way at Washington Square, so quietly and thoroughly has Mr. Howard done his work that few people, except the crowds who loiter about the place from day to day, realize the intelligence and care he has displayed in removing the big brick blocks that must be gotten rid of to make a place for the new station and its approaches.

Great as Worcester confessedly is as an industrial and railroad centre, the plan that the New Haven Railroad is undoubtedly contemplating will make of it a far greater railroad centre in the future, and hence a far greater industrial centre than it has been in the past.

The close business alliance between the New York, New Haven & Hartford Railroad and the Boston & Maine Railroad, which has now become an accomplished fact, must inevitably tend to make Worcester an important point along the line of that steel highway that will eventually stretch away in a direct line from New York to Portland, Me. It is evident that the Billard interests will have to spend millions—it has been estimated that the amount will reach $50,000,000—in improving the physical condition of the Boston & Maine road. Should this prove to be the case, and it must be that Mr. Billard knew this when he bought the stock of the Boston & Maine, and governed himself accordingly, then the Worcester, Nashua & Portland division of the road will get a huge slice of this money, for certainly no division of the Boston & Maine needs it more and, when completed and double-tracked from end to end with new steel rails, it will give Worcester as fine railroad outlet to the northeast as it now enjoys to the east, to the west, and to the south.

That the far-sighted management of the great railroads passing through Worcester had all these facts thoroughly digested, and plans laid for their consummation at least three years ago, is evident from the plans they have promulgated for the new Union Station, pictures of which, with its approaches and environs, accompany this article.

The waiting-room alone of the new station, with its semi-circular annex in the rear, will, with its 12,654 square feet of floor space it covers, be larger than that in the North Station, Boston, and even larger than that in the Grand Central, New York, being only exceeded by that in the South Terminal, Boston, which, with its 14,625 square feet of floor space, is one of the largest in the world.

The location of the new Union Station is fixed by Legislative enactment in the triangular space in Washington Square, between the viaduct and the Boston & Albany Railroad tracks.

The plan contemplates a structure of granite foundation, with walls of gray brick and terra cotta, having a frontage of over 200 feet on Washington Square, and about 50 feet on Harding Street, which is to be joined with Canal Street, the intervening space between the Boston & Albany tracks and the viaduct being entirely filled.

An area 80 feet wide is to be left between the front of the edifice and Grafton Street so as to admit of ing-room by large openings. The waiting-room will have a handsome tiled floor and marble wainscoting, and will be decorated artistically and furnished sumptuously. Nothing will be left undone by the joint railroads to make this room worthy of the station or of their own dignity.

At the rear of the waiting-room, designed particularly for women, there will be a telephone and telegraph booth, 17 x 33 feet; a ticket office, 33 x 45 feet; a vestibule leading to the northern trains, 33 x 38 feet, and finally a smoking-room, 27 x35 feet.

At the rear of the women's cafe will be the station restaurant and buffet, and back of the main waiting-room at a convenient point will be the baggage-rooms and a parcel-room.

The baggage-room will be at the narrowest part of the station, between the railroad tracks, and will extend through to Harding Street, the receiving point for incoming and the distributing point for outgoing baggage. The baggage-room has been ideally placed to handle baggage on any of the railroads using the

THE PROPOSED NEW UNION STATION.

decorative treatment at that point, and afford facilities for the approach to the station of carriages and street cars.

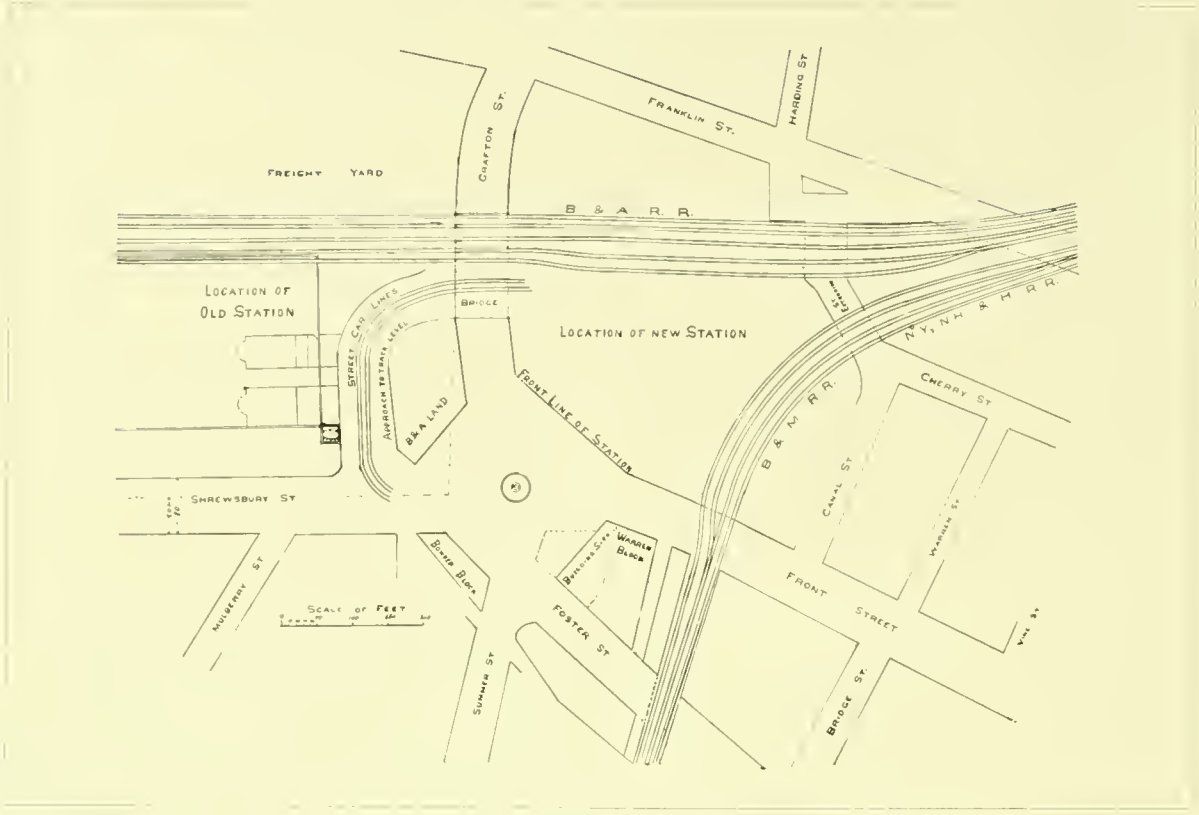
All baggage is to be received at the rear of the station on Harding Street, and the express companies will be located in a separate building on the westerly side of Harding Street, thereby relieving the front of the building of the unsightly carts and express wagons that too frequently detract from depot approaches.

The central front of the new station will be utilized for a vestibule 21½ feet wide by 88 feet long. Flanking this vestibule on the right and left respectively will be the women's retiring room, 33 x 34 feet, and the women's cafe.

The main waiting-room will be at the rear of this vestibule, to which indeed it leads. The room will be of impressive proportions, 80 x 125 feet, and 40 feet in the clear, and will terminate in a semi-circular vestibule, 40 x 83 feet, and connected with the main waitstation, and in the summer rush will be able to facilitate its work over present conditions wonderfully.

At the south side of the station will be a walkway twenty-one feet wide, having ample communication with the interior of the building. This walkway will run clear through from the front of the station to Harding Street. A similar walkway on the north side of the baggage-room will connect the vestibule leading to the northern roads with Harding Street. Stairs will run from these walkways to the platform above, and serve the incoming and outgoing travel on all tracks. On the south side of the station there will be two flights of stairs nine feet wide, and on the north side three flights, two of them six and one eight feet wide.

The tracks removed from the station will be reached on the south side by a subway twenty-four feet wide, and having two flights of stairs six and one-half feet wide, and those on the north side will be reached by a



STREET PLAN OF THE NEW WASHINGTON SQUARE AND VICINITY.

subway eighteen feet wide, having two stairways six and one-half feet wide.

In order that the public may get some idea of the magnitude of the new structure, some comparisons are given with the present station. The waiting-room space in the present station comprises 8980 square feet. In the new station in all it will reach the enormous total of 17,833 square feet. The area of the present baggage-room is 3000 square feet. In the new station it will be 9268 square feet. The restaurant in the present station contains 3280 square feet. In the new it will contain 3837 square feet. The existing station has two windows for the ticket-sellers. The new one will have nine.

The building will be thoroughly equipped throughout with the latest designs in sanitary plumbing, and the toilets will be models of convenience and hygienic excellence. Finally, the building is to be erected with an eye single to the future, to the time when Worcester will have 250,000 instead of 150,000 inhabitants, for among all who believe in the future of Worcester, and are working hard to make that future more illustrious than the past, none are more indefatigable than the great railroads which act as the arteries of commerce north, south, east and west from the Heart of the Commonwealth.

When the residents of this city recall the tedious years of agitation, disenssion, the proposal and rejection of early plans, and the seeming impossibility of securing united and simultaneous action from all parties interested, the actual beginnings of Worcester's new station may well be noted as a significant waymark in her progress. The completion of this great work is still in the future; and before the goal is reached there will be temporary inconveniences for many; but with the goal in sight all these can be patiently endured.

"All Aboard for Seattle!"

When this cheering cry resounds through our Union Station on some fine day next August, we are hoping that the response will surpass the largest expectations of the special committee now in charge of this important matter. The splendid series of views presented at the first smoke-talk aroused much interest, and undoubtedly aided many members in making an affirmative decision upon the question. "Are you going?"

The committee wishes to correct the impression met in some minds that this is to be solely for men. It is hoped that many of the members will be accompanied by their wives and lady friends. Enrollment will not be limited to members of the Board of Trade, but will be open to all business men of Worcester.

The following itinerary and estimate of expenses is presented for the information of all interested:

PROPOSED ITINERARY FOR THE BOARD OF TRADE TOUR TO SEATTLE, WASH., AUGUST, 1909.

First day. Leave Worcester by special train of Pullman standard and tourist sleepers and dining car at 2.00 p.m. Supper in diner.

Second day. Arrive Detroit, headquarters at the Wayne Hotel. Leave at 11.00 p.m.; due to arrive at Chicago about 7.30 a.m.

Third day. In Chicago, spending the day. All meals served at Hotel Brevoort. Leave at 8.00 p.m.; due at St. Paul at 8.00 a.m.

Fourth day. To be spent in St. Paul and Minneapolis. All meals served at hotel. Leave at 8.00 p.m., passing through the Great Northwest; due at Spokane 6.00 p.m.

Sixth day. Headquarters at Spokane Hotel.

Seventh day. Leave Spokane at 8.00 p.m.; due Seattle next morning.

Eighth day. Arrive at Seattle 8.00 a.m. All meals en route in diner. At Seattle accommodations furnished on the European plan. One day will be given up by the Exposition to a "Worcester Day."

Thirteenth day. Leave Seattle in special train 11.00 p.m.

Fourteenth day. Arrive at Portland at 7.00 a.m. All meals at Hotel Portland. Leave at 6.00 p.m. via Oregon Railroad & Navigation Company and Oregon Short Line. All meals in diner.

Sixteenth day. Arrive Salt Lake City 8.15. Headquarters at Hotel Knutsford, where we have breakfast and dinner. The visit at Salt Lake City will be of special interest to the tourist. Leave at 3.00 p.m. via the scenic Denver & Rio Grande Railway, passing Glenwood Springs and Royal Gorge by daylight and Colorado Springs at 4.00 p.m., due to arrive Denver at 6.30 p.m. All meals in diner.

Seventeenth and eighteenth days. Will be spent in Denver, the New York of the middle West. All meals at Hotel Adams. Leave at 9.00 p.m., passing through Kansas, Nebraska and Iowa; due at Chicago 7.00 a.m. of the—

Twentieth day. After breakfast in depot restaurant leave Chicago at 10.30 a.m., passing through Fort Wayne and Cleveland, due to arrive Worcester—

Twenty-first day about 6.00 p.m. All meals in diner.

For those who prefer to remain longer in the West or make stopovers, independent return tickets covering transportation via the Canadian Pacific, Great Northern or Denver & Rio Grande lines will be furnished good for about sixty or ninety days.

For those who might wish to return through California on the homeward journey a rate will be made of about $12 extra, allowing liberal stopovers.

Approximate rate for complete tour, covering one half section in Pullman standard sleeper, meals and hotel accommodations throughout (European plan as stated in Seattle), including transfers in Seattle to and from hotel, will be $197.

Same in tourist sleeper, $175. If two people occupy berth in standard sleeper rate will be $175. If two people occupy berth in tourist sleeper rate will be $164.

Approximate rate, covering all expenses, outward including hotel accommodations at Seattle and independent ticket returning, with one half section in standard car, $148.

For fuller information, call upon Mr. J. F. Healy at his ticket office, 368 Main Street, who is a member of the special committee, and is prepared to answer all inquiries.

Letters are to be sent out immediately to our leading manufacturing firms asking as to their plans or wishes concerning exhibits at the Exposition, as it is hoped to make this excursion yield some definite results to them and to Worcester interests in general, in the way of enlarged markets.

October Trade Conditions

Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

Anti-election influence has been more or less of a disturbing element in the commercial world during the month, and in most departments of business there is reported to be a general tendency to withhold orders, and especially so in the making of new contracts. There has been quite a noticeable decrease in the amount of idle machinery in manufacturing plants, and preparation for future business is of a healthy tone in this locality.

Corset manufacturers are particularly busy, the envelope business shows an increase, and manufacturers of wire specialties report their output about 90 per cent. of normal, with an increasing demand. There has been a good demand all the fall for celluloid and hair ornaments, and chair factories report some improvement in their line, having slightly increased their working hours. Textile machinery is in slightly better demand, but in the machine tool business there are still complaints of dull trade, and the prospects among woolen manufacturers do not seem to brighten, plants being universally run on short time.

Unseasonable weather has retarded retail trade in clothing, boots and shoes and other seasonable merchandise, but jobbers in these lines report country merchants purchasing more freely. Collections are universally slow. Failures for the month number eight (8) with total liabilities of $113,573, and assets of $45,023, compared with the corresponding period of a year ago, when they showed a total of three (3), with liabilities of $10,954 and assets of $1425.

Worcester Stocks.

The following are the latest quotations of Worcester stocks, as reported by Kinsley & Adams for the Worcester Magazine. This will hereafter be a feature of the Magazine:

Banks	Bid.	Asked.
Worcester National Bank,	195	
Mechanics National Bank,	115	
Worcester Trust Company,	250	
Merchants National Bank	150	
Millbury National Bank,		
First National Bank, Webster,	115	
Fitchburg National Bank,		
Electric Roads—		
Boston & Worcester St. Ry. Co. 4½ per cent. bonds,	93	
Wor. & Southbridge St. Ry. Co. 4½ per cent. bonds,	91	
Worcester Consolidated 4½ per cent. bonds,		
New England Invest. & Security Co. pref. stock,		80
Worcester Rys. & Investment Co. stock,	60	
Wor. Consolidated St. Ry. Co. 5 per cent. bonds,		102½
Worcester & Marlboro St. Ry. 5 per cent. bonds,	98	
Worcester & Webster St. Ry. Co. 5 per cent bonds,		
Miscellaneous—		
Norwich & Worcester R. R. Co. preferred stock,	200	205
Providence & Worcester R. R. Co. stock,	250	
Worcester, Nashua & Rochester R. R. Co. stock	140	
Worcester Gas Light Co. stock,	245	
Worcester Electric Light Co. stock,	230	
Crompton & Knowles Loom Works preferred stock,	135	
Graton & Knight Mfg. Co. common stock,	125	
Graton & Knight Mfg. Co. preferred stock,	110	
Royal Worcester Corset Co. stock,		
Wright Wire Co. common stock,		
Wright Wire Co. preferred stock,	95	
United States Envelope Co. common stock,	35	
United States Envelope Co. preferred stock,	96	101
United States Envelope Co. 6 per cent. bonds,	104	
Norcross properties 6 per cent. bonds,		

The Injunction—its Use and Abuse.

A Notable Discussion at Economic Club.

AT a meeting of the Economic Club at Association Hall Tuesday evening, Oct. 27, Col. Carroll D. Wright, president of Clark College, and one of the leading economic authorities of this country, and Prof. Eugene Wambaugh of Harvard Law School, discussed "The Injunction—its Use and Abuse." John B. Ratigan, Esq., presided over the meeting, which was declared by those present to be one of the most interesting in the history of the organization. The attendance was very large, and included the leaders in every line of thought in Worcester. At the conclusion of the speech-making both gentlemen were tendered an ovation.

President Wright's address, quite unintentionally, actually paved the way for that which followed. He traced the injunction process back to the origin in Anglo-Saxon jurisprudence in the time of King Edward III, and pointed out the analogy between the English Star Chamber proceedings and the American Court of Equity acting in criminal processes. He said that the English people had abandoned Star Chamber proceedings for three hundred years, until they were revived at the time of the Pullman strike in order to cripple and overthrow Debs and the American Railway Union. He declared that the solving of this injunction problem equitably to all the parties concerned, both capital and labor, was the weightiest task to which American jurists could set themselves.

Professor Wambaugh, who followed, said in opening that he did not believe that there was any material abuse of the injunction process, but there is material injustice in the contempt procedure as now administered by the courts.

"I do not think," he said, "that we should make all the material changes in the law demanded by the workingman, but in the main in his contentions he is right.

"We must not confuse in this discussion the injunction process and the contempt procedure. One is necessary and salutary. The other is harsh and arbitrary. The two are frequently confused by both workingman and employer, and yet they do not necessarily have anything in common."

He took for illustration the teamsters' strike in Boston in 1907, and declared that the injunction obtained at that time did not add in any way to the obligation of the respondents to obey the law. They were under obligation to obey the law before it was issued. They were under no greater obligation afterward. But there was this difference: if the injunction was disobeyed there was another remedy remaining to the complainant—the contempt proceeding. And here is where the injustice comes in.

The speaker continued: "It is argued for the contempt procedure that it is a quick process. With all due deference to those who thus argue, I do not believe in haste in the law. Furthermore, the statement is not true. In the Debs case it took five months to prove Debs in contempt, and in the meantime the grand jury had found a true bill against him.

"But the greatest objection to the contempt procedure is that it does avoid trial by jury, and that it is likely to be too sweeping in its character. The omnibus injunction is absolutely undesirable.

"Another feature that the workingman objects to is the fact that he may be arraigned before the very judge that issued the injunction. He says that such a judge is almost a party in interest. The court is almost a judge in his own case; he must necessarily have a slightly personal point of view. The workingman says he should not pass upon his own acts in a matter involving so many intricate questions of law. And I believe the workingman is right.

"Again, the questions of fact will be passed upon by this same judge. Ordinarily, questions of fact, if they concern personal liberty, are passed upon by a jury. The workingman feels that in such a case questions of fact should not be passed upon by an interested party, and he says the judge under such circumstances is one.

"Our procedure in courts has always been based on a belief in human infallibility, in the liability to error, even on the part of a judge, especially on matters pertaining to personal liberty. In the contempt procedure there is no allowance made for any mistake. And I think that that is wrong, and that when he objects to it the workingman is right.

"In the fourth place no man can tell what limit of fine or imprisonment can be imposed upon a workingman in contempt proceedings. It is our custom to have a limit for all punishment. The workingman thinks there should be a limit in contempt proceedings, and again I say he is right.

"In our system it is the custom to reserve the right of pardon in all criminal cases, in order that after every other safegnard is exhausted, the respondent shall have this final opportunity for escape if an injustice has been done or a mistake made. The workingman believes there should be such a reservation in contempt cases. And he, I believe, is right.

"The injunction process is only in its infancy, and it may interest you to know that you are threatened by its growth even more than the workingman. The injunction to-day runs against the workingman. To-morrow it may run against the capitalist.

"The injunction is unwise, inartistic, dangerous with the contempt procedure, as it is now administered as a part of it.

"The ordinary contempt—the contempt of court with which we are all familiar, committed in open court, and in the full gaze of all the spectators—is a simple matter, easily handled. Such cases are sporadic, few and far between in the experience of any justice, but to say that we will use the same methods of punishment in conjunction with injunctions, is to say we will use a blacksmith's hammer to mend watch-springs.

"In the matter of contempt proceedings in connection with injunction processes we need to exercise supreme care. The men on the bench in this State and in the United States are of the highest character, and as such can be trusted to do equity between man and man to the best of their ability, but who shall say that twenty years hence we shall have men of the same probity and the same intelligence?

"Reforms in the law must come slowly, and it is none too early for us to turn our attention to this question, and to seek for a solution that shall not only commend itself to us as lawyers, but to the Americans as a people."

Current Events—Sept. 25-Oct. 26

General City Happenings.

Sept. 25. Beekeepers from Massachusetts, New Hampshire and Rhode Island hold convention and exhibition in Horticultural Hall.

Massachusetts Young People's Christian Union opens two-days' session at First Universalist Church, with 125 delegates present.

26. Prizes are awarded 400 children, from Garden City, in Horticultural Hall.

29. The Arcade Malleable Iron Company's building at Washington Square is razed to make room for new Union Station.

30. Free public bath houses close after a successful season, 75,000 people enjoying them.

At the first concert of the Fifty-first Worcester Music Festival in Mechanics Hall, "Samson and Delilah" is rendered by a large chorus, assisted by the Boston Symphony Orchestra, and many well-known soloists.

Oct. 2. The Baldwinville Hospital Cottages Association holds its annual meeting in Memorial Hall.

5. Night schools open for the season with largest attendance in their history, the evening high school registering 506 pupils.

6. City Council of Worcester, England, votes to present our city with two sets of armor, relics of the Battle of Worcester, fought in 1651.

Massachusetts Sunday School Association opens a three-days' convention at the First Baptist Church with 1000 delegates.

8. Worcester County Horticultural Society holds its annual fall dinner and exhibition in Horticultural Hall.

11. Children from all the Catholic churches have a temperance parade through the principal streets.

13. The Worcester Vacant Lot Association holds meeting in Y. M. C. A. Hall and votes to continue work another year.

The First Swedish Methodist Church, Quinsigamond, the oldest Swedish church in the city, celebrates its thirtieth anniversary.

14. The thirty-second annual convention of the Springfield Diocesan C. T. A. Union opens in Father Mathew Hall with 200 delegates.

16. At the meeting of the Massachusetts School Superintendents' Association in the Common Council chamber, City Hall, the superintendents argued for shorter sessions.

17. At the first regimental shoot at the new Shrewsbury rifle range, B Company of Springfield establishes a new State record.

19. The Worcester Congregational Club holds its 200th regular meeting in Association Hall, with distinguished speakers.

20. Eugene W. Chafin, Prohibition candidate for President of the United States, speaks to large crowd from the rear steps of City Hall.

Pupils of the South High School publish the first number of their new magazine, "The Index."

The Temporary Home and the Day Nursery have their annual meeting in Church of the Unity.

21. Survivors of the old Fifteenth Regiment hold their forty-second annual reunion in the Board of Trade Hall.

22. St. Anne's Total Abstinence Society observes its twenty-fifth anniversary at the Bay State House.

23. Chang Po Ling, a Chinese educator, visits Worcester's educational institutions.

Personal.

Sept. 26. Mr. Frederick Stockholm Taylor, one of the foremost woolen manufacturers of this section, dies at City Hospital.

29. Dr. Howard A. Knox appointed as lieutenant surgeon in the United States Army.

Oct. 1. Clarence Prouty Shedd of Worcester elected President of senior class at Clark College.

7. Dr. Ernest L. Hunt appointed associate medical examiner of the Eleventh Worcester District by Governor Curtis Guild, Jr., to succeed Dr. Walter T. Clark, deceased.

10. Deacon Jonas White, one of the first board of deacons of Plymouth Congregational Church, dies at the age of eighty-five.

12. Dr. Edward H. Trowbridge appointed medical member of the Board of Health by Mayor Logan, to fill the vacancy caused by the death of Dr. Walter T. Clark.

20. H. L. Wissinger comes to Worcester to take charge of the Railroad Men's Y. M. C. A.

21. Waldo Lincoln re-elected President of the Worcester Antiquarian Society. Edmund M. Barton retires after forty years' service as librarian and is made librarian emeritus. His successor is Clarence S. Brigham of the Rhode Island Historical Society.

26. Dr. Thomas J. Barrett announces himself a Democratic candidate for Mayor. This makes three candidates, Mark N. Skerrett and Hugh H. O'Rourke also being in the race.

City Hall and Departments.

Sept. 28. Aldermen introduce orders for lavatories to be placed in prominent squares, and for free employment bureau and pensioning of policemen.

29. Joint Standing Committee on Fire Department votes to pension firemen on half pay after twenty years' service.

10. Collector of Taxes DeWitt Clinton reports receipts of $1,049,547.81, largest amount ever collected by October 10 in the history of the city.

12. City Council orders the macadamizing of Central, East Central and Ludlow Streets to cost $9,000.

13. City Solicitor Ernest H. Vaughan files a petition for the removal of grade crossings between Washington Square and Barber Avenue, in the Superior Court.

14. At the close of the registration for state and national elections, 24,051 eligible voters are found on the list, the largest number in the history of the city.

21. Commission on street congestion votes to recommend to the City Council the laying out of a new street from Park to Southbridge at Myrtle Street, and the widening of Park Street twenty-five feet.

26. City Council passes an order appropriating $36,000 to purchase the Beaver Brook playgrounds, comprising 638,100 feet of land lying between Chandler, West Parker, Mann and the extension of Bradford Street.

Ordinance calling for the election of nine trustees to have charge of an industrial school in Worcester laid on the table by the aldermen.

The following gentlemen were appointed a committee to receive Mr. Albert Webb, who is coming from Worcester, England, with two suits of armor for Worcester, Mass.: Aldermen A. B. Brunell, John P. Holmgren, Peter F. Sullivan and Councilmen Charles W. Stevens, Frederick Midgley, John A. Larkin and Frederick H. Lucke.

The resignation of Councilman Walter F. Knowlton of Ward 2, to take effect Nov. 1, was accepted.

It is voted to increase the number of patrolmen from 142 to 150.

During the opening days of the last month the Secretary's Corner was vacant, and its occupant was enjoying himself to the full in some novel and stimulating experiences at Atlantic City. For the first time he realized that he belonged to a new profession. The functions of a commercial secretary were discussed from every possible point of view: his ambitions, his possible achievements; his perplexities, his hindrances, and how to make a way through them; and running through every discussion, emerging at every point in the programme that most exhilarating word, "Results!" In spite of the abounding good fellowship of this jovial set of men, there was an earnestness shown by both speakers and listeners which betokened the fact that they took themselves and their work with seriousness. The matters committed to their hands are in many cases exceedingly important, involving large financial interests. Many of these secretaries are men of marked power, for the most part young in years, but broadly educated in affairs of practical business; capable of grasping large ideals and managing large undertakings—ever looking forward to the day of larger things.

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Some of these men receive salaries which range from $3000 to $5000, with the amplest provision for salaried assistants. In claiming among themselves the dignity, and assuming the responsibility, of a professional class in the community, there was no boastful contentment with present equipment and ability. On the other hand, there was continually shown an eagerness to do better work, a desire for better training and fitness; all of this connected with vivid ideas of the broadening scope of the commercial secretary's tasks in coming years, and a genuine humility in their presence. In this connection came the suggestion which may later grow into some concerted effort on the part of this organization of commercial executives that there ought to be some provision somewhere for the technical training of such secretaries for what they may definitely make their life work. Here is a hint for such departments in our higher institutions of learning as the Tuck School of Administration and Finance at Dartmouth, or the similar movement just being inaugurated at Harvard.

Soon after his return to the Corner, the Secretary was cheered by an inquiry that struck a responsive note within him. One of the members of this Board of Trade dropped in for a friendly call, with a practical suggestion of help for one of the departments of this Magazine. He is not a merchant; he is not a manufacturer; he is connected with one of Worcester's educational institutions; and that fact made his inquiry seem the more striking to the Secretary. "How are you coming on in the matter of getting new industries developed?" was his question. "The Magazine is all right, and a great credit to our city; it ought to do a good work in telling the world about us; but after all, we must not lose sight of the fact that when five hundred men get together in a board of trade, they ought to do more than publish a magazine and enjoy a banquet once a year."

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The Secretary was glad to be able to inform the inquirer that this part of his work was not being wholly neglected; and that efforts were being made, which have since then taken larger form, to encourage new industries here, and to aid some that are in the initial stages. The Committee on New Enterprises is doing some careful and conscientious work in this direction, from which definite results in the near future ought to appear. It is too early to give fuller details of such efforts, but the Secretary is glad to take this opportunity to give this answer wider publicity. He is hoping that another month will enable him to speak more fully of results of efforts which are now being pushed with all possible earnestness.

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"When our firm talked of sending me here to open a branch of their business," said a recent new-comer into the fellowship of Worcester's business men, "they told me that I must be very patient and not get discouraged at slowness of response. I had been working for them, making extensions of their business, in both the central West and in the South. They said that Worcester was very conservative and slow; and some of your own people have said the same thing. Greatly to my surprise, I find quite as much quickness to take hold of a new thing here as in Nebraska or Texas. We did a fair business the first month, and doubled it the second; and I have no fault to find with your city as a place for starting a new line of business." This testimony is worth quoting, partly for its effect upon the outside world, and partly to convince some of our "knockers" that there are worse places in the country than Worcester, provided a man is awake and up-to-date in taking hold of his business.

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One more quotation from a recent conversation, this time from a remark dropped by one of Worcester's lawyers. "People in Worcester are just as energetic and progressive as anywhere in our land, but most of them are so busy looking after their own interests that they have no time or strength to help on the common welfare." Is this the reason why the membership list of the Board of Trade has hung so long close to the five hundred mark? In this connection the Secretary is moved to urge careful study of growing cities, as reported at Atlantic City, and a contrasted spirit among their citizens.

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers.

President, George F. Brooks. *Vice-President*, J. Russel Marble.
Secretary, John L. Sewall. *Treasurer*, Samuel D. Spurr.

Directors.

George F. Brooks,	Clarence W. Hobbs,	John J. Power,
George F. Booth,	John W. Higgins,	Edward J. Cross,
Irving E. Comins,	Winthrop Hammond,	Dr. Thomas Howell,
J. Russel Marble,	William Forsberg,	Charles T. Tatman,
Thomas T. Booth,	Victor E. Edwards,	Charles L. Gates,
Frank S. Blanchard,	Arthur O. Young,	Clinton S. Marshall,
Herbert H. Fairbanks,	William Woodward.	

Clerk of the Corporation, William H. Sanford. *Auditor*, H. Ward Bates

An Important Address.

Through the assistance of Mr. E. M. Woodward, president of the Metal Trades Association of this city, and by the courtesy of the Department of Labor and Commerce, the business men of this city are to have a rare treat on Thursday evening, November 12 next, in the Board of Trade Hall. At that time Captain Godfrey L. Carden, a special agent of the government, will speak concerning his investigations and observations of machine tools in Europe. He will have some especially timely and important information for those interested in the metal industries in this city. An invitation has been extended to all members of the Metal Trades Association to attend, and it is hoped that the members of our own Board will appreciate and improve this opportunity.

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The October Meeting of the Directors.

The second session of the directors this autumn for the transaction of business, held on October 15, brought a large docket of unfinished business, which was promptly dispatched. Among other matters presented was the report of a committee to nominate members of a Committee on Industrial Expositions; they brought in the name of Mr. Aldus C. Higgins as chairman of such committee, the remaining members to be chosen by the chairman and the Nominating Committee; a selection which was most heartily approved by the directors. The report of the Ways and Means Committee, presented by Mr. Herbert H. Fairbanks, recommended the fitting up of a cloak room adjoining the present suite occupied by the Board; this was adopted, and the work authorized. The matter of signs upon our factories near the railroads of the city was brought before the directors in a carefully prepared statement showing what factories possess and what ones lack such signs; and it was the unanimous feeling of the directors that the movement for thus advertising Worcester's industries should be encouraged to the utmost.

The report of the Membership Committee was adopted recommending that all members of the Glee Club be enrolled as full members of the Board of Trade, with the remission of dues. The Committee on Statistics and Information reported a plan for compiling and tabulating facts needed for reference at the rooms, which was laid over for further consideration. The question of a trolley freight franchise for this city, also of waiting accommodations for suburban trolley passengers, was referred to the Advisory and Transportation Committees jointly.

The First Smoke-Talk of the Season.

Thursday evening, Oct. 22, found a goodly delegation from the Board of Trade assembled, according to notice, to listen to the stirring tones of the Glee Club and to take a trip via the stereopticon route, "From St. Paul to Seattle and Denver," as personally conducted by Mr. G. H. Robie of Spokane, who kindly volunteered his services for the entertainment of the members. Mr. Robie displayed rapidly, with but little comment, a large series of clear and effective views of the great Inland Empire of the Northwest, giving a good idea of the country through which the proposed excursion of the Board of Trade is to pass. The speaker dwelt considerably upon Spokane and its surroundings, and made a most impressive showing for that vigorous and rapidly growing city. At the conclusion of the lecture the audience sang "America," under the leadership of the Glee Club, and adjourned to the rooms below. The interest in this lecture was so great that the hall was crowded almost to its utmost capacity, nearly two hundred finding seats or standing room. A buffet lunch was afterward served by Caterer Brigham, under almost insurmountable difficulties, one hundred and forty-one members by actual count being crowded into the directors' room and the office. The installation of a cloak room, through the sub-letting from Mr. H. H. Bigelow & Sons a portion of their store room next to the directors' room, proved a great convenience, which was heartily appreciated. Owing to the importance of a clear space for viewing the screen, the passing of cigars was postponed till the close of the lecture.

The Committee on Meetings and Receptions, Mr. J. Russel Marble, chairman, did its best to provide for the pleasure and comfort of all present; but the inadequacy of our present quarters was made uncomfortably evident, and puts upon the directors a troublesome problem for coming gatherings.

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Why a Trade Journal for Worcester?

There appears to be a marked tendency to reversal to type in the modern swing away from the daily newspaper back to the weekly and to the monthly publication. Men are more and more coming to understand that in literature, even the literature of current events, haste not only makes waste, but leads to inaccuracy quite as frequently as it does to sensationalism. Without any intent to decry the daily newspaper we submit that in the serious things of life, in the business world as well as in the moral world, there is necessity for a more stable and authoritative source of information and communication. Certainly the necessity for a medium in which every assertion can be carefully and thoughtfully weighed and analyzed and placed in its proper position was never greater than to-day. There is no question in the mind of any thinking man that the daily newspaper is a necessity. It seems also self-evident that it must be supplemented by journals of a more permanent character wherein the matter discussed and the information given can receive the time and attention which their importance deserves, if we are to retain any true perspective of what life really means.

Typographical beauty and artistic excellence are not obtainable in the daily press. The price of white paper alone renders it impossible for the publisher to do more than he is now doing. Under the circumstances there is a demand for a more satisfactory medium from an

artistic standpoint as well as from the standpoint of mere reliability and accuracy. In saying this we cast no reflection on the daily press of Massachusetts, as a whole, or Worcester in particular, for it remains true that few if any communities in this country are better served day by day or by more competent and conservative men than those connected with the newspapers in this city.

What we desire to make clear is that there is also a field here for a trade journal such as the Worcester Magazine is becoming, which shall stand for the superiority of Worcester-made goods to those produced anywhere else on earth.

We need and invite the assistance of the members of the Board of Trade as we try to make this Magazine a positive force in the increase of their business. The one thing we desire to avoid is the perfunctory publishing month after month of a journal which shall have no other claim for its appearance than the fact that it is an incident in the month's routine. We believe with Worcester's help we can make her twelve hundred industries known, not only to the people of this land, but to all lands; and can produce a magazine here in Worcester that will be a type of what a trade journal should be and prove its power to bring more business to our city.

If we are right in that assumption and can receive the co-operation needful, we are confident that the year 1909 will be one of the most successful Worcester industries have ever known.

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The New Medical Milk Commission.

One of the subjects that are particularly engaging the attention of the medical world at the present time, and one that interests Worcester, as it does every other large centre, is the question of the purity of its milk supply. Our readers will recall the somewhat extended discussion of this matter given in the mid-summer number of this Magazine; and we are glad to observe a new movement, made thus early, to be prepared for another summer's needs. The Worcester Board of Health has fixed 525,000 bacteria per cubic centimeter as a point beyond which it is not permissible for pure milk to be sold in this community; but there is an agitation for a supply of milk, particularly for invalids and children, in which the bacterial count shall not rise so high. It has been found possible under hygienic conditions and the use of sanitary methods to reduce the bacterial count to 10,000 bacteria per cubic centimeter, and even below that figure, and certified milk as it is known is now being sold in Boston and other cities in which the bacterial count continually approximates these figures.

Knowing the excellent work done in Boston, the members of the Worcester District Medical Society led off in a movement to provide a similar authority for Worcester, and the result was the announcement last month of the Worcester District Medical Milk Commission, composed of members of the Worcester District Medical Society, the Worcester Homeopathic Medical Society, and two members appointed by the President of the Worcester Board of Trade. The make-up of the new commission is as follows: Dr. George E. Emery, Dr. L. C. Miller, Dr. Merrick Lincoln, Dr. R. J. Ward, Dr. Charles L. Nichols, Dr. Edwin R. Leib, Prof. Leonard P. Kinnicutt and T. Hovey Gage, Jr., Esq. It has organized with the choice of Dr. Charles L. Nichols as chairman, and Dr. R. J. Ward, secretary and treasurer.

It is expected that the certified milk will have to be sold at a slight advance over the price charged for the ordinary supply, but it is thought that there is a demand sufficient to make the business as profitable as the movement is certainly praiseworthy.

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Our Reading Room.

The following publications will be found on our exchange tables in the Board of Trade rooms, and our members, and the public in general, are cordially invited to come in and make use of them at their leisure:

Daily Publications.

Daily Consular and Trade Reports, Worcester Telegram, Worcester Evening Gazette, Worcester Evening Post, Springfield Republican, Boston Transcript, Boston Herald, Wall Street Journal.

Weekly Publications.

Outlook, Manufacturers' Record, Dun's Review, Fire and Water Engineering, Worcester County Weekly Record, Railway World, American Economist, the Literary Digest, Textile Manufacturers' Journal, Fibre and Fabric, Charities of the Commons, Every Friday (Rochester, N. Y.), Wool and Cotton Reporter, Treasury Decisions, Labor News (Worcester).

Fortnightly Publications.

American Industries, Texas Trade Review.

Monthly Publications.

Paradise of the Pacific, Practical Advertising, Harrisburg (Pa.) B. of T. Journal, World's Work, Textile World Record, Engineering News, Success, System, Commercial America, the Southern Workman, the Protectionist, Pennsylvania German, Worcester Magazine, Profitable Advertising, American Exporter, the Bulletin (Portland, Ore.), Providence B. of T. Journal, the Advertiser (Dayton, O.), Wilkes-Barre B. of T. Magazine, Portland (Me.) B. of T. Journal, Trenton (N. J.) Tradesman, Scranton (Pa.) B. of T. Magazine.

SPLINTERS

Election is over. Every one can now draw several long breaths, and get busy.

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Do not skip the report of the discussions of the commercial executives because they took place over three hundred miles away. You will find plenty of "pointers" that fit finely local conditions.

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We are happy to announce that Mr. Charles H. Bosworth, our business manager, who in the past has held a similar position in the Providence Board of Trade, has severed his connections with that body and the Board of Trade Journal, and has removed to Worcester. We are sorry for Providence, but exceedingly glad for ourselves.

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We were not quite sure whether or not that "Advertising Man's page," published in a previous number, was much of a hit, but since the Dayton Advertiser has copied it entire we think there must be some merit in it. Failure to give any credit therefor to the Worcester Magazine was possibly a proof-reader's slip.

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Get your tickets for the Glee Club concert in good season, and speak a good word for the boys among your friends. The Club has earned a splendid reception Nov. 17 by their good work in Nova Scotia last summer.

The photographs submitted by Worcester amateurs in our prize competition have been placed in the hands of the judges, and the announcement of the awards will be made in the December number of the Magazine.

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The following new members have been added to the Board of Trade during the last month: recommended by the Secretary, Mr. Thule Hanson, 353 Main Street; Prof. Leonard P. Kinnicutt, 77 Elm Street; recommended by Mr. Charles H. Bosworth, Mr. Varnum P. Curtis, 96 Stafford Street; Mr. Henry E. Whitcomb, 20 Salisbury Street; Mr. Herbert E. Carlton, 418 Main Street; Henry A. Fowler, 65 Beacon Street; Mr. M. F. Carney, 66 School Street; Mr. Pliny E. Bassett, 172 Union Street; Mr. Alfred I. Wilder, 390 Main Street; recommended by Mr. B. M. Bennett, Mr. Curtis R. Blanchard, 364 Main Street.

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The Wall Street Journal is moved to remark:

> The people of the United States want a rest; they want a time to adjust themselves and their business to the new conditions which are the product of the past seven years of reform. Before making further progress they want to occupy fully the ground they have already gained. They don't want to rush into new experiments in government and economics until they have perfected and made sure of the new laws already enacted.
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> But they don't want to turn backward. They don't want to give up what has already been gained. At a fearful cost to ourselves we have purged our business and our politics of many evils and uprooted many wrongs. In doing this we have given the trade organization of the country a fearful wrench. We have necessarily involved many innocent people in losses. After all this, we are not disposed to give up what has been gained at such expense. We are going to hold fast to the higher standards that have been raised, and as the country gradually adjusts itself to the new conditions, it will make further progress in the direction of sounder methods of business administration, and more equitable competition.
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> It is with some such thought as this that the majority of the American voters are going to the polls next Tuesday.
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> The order of the day is:
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> "Rest arms; face front."

Let all the people say, Amen!

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We expect to see fewer and fewer idle freight cars on railroad sidings in coming weeks. There are now less than 100,000 of them in the entire country, as over against 125,000 in September, and 400,000 last April. Worcester factories will soon be filling some of the remainder.

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The Board of Trade offers its hearty congratulations to Mr. Elliott T. Smith of this city, who fifty years ago founded the business company of which he is still the directive head, at Summer and Bridge Streets.

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Down in Texas the commercial executives are not content to co-operate among existing organizations; they have just appointed Mr. O. P. Thomas as State organizer, with headquarters at Abilene.

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We also note that Texas is wise to the fact that there is to be an exposition up in the northwestern corner of our national domain next summer. We learn from Mr. J. A. Arnold, the President of the State Association of Commercial Secretaries, that a strong committee of sixteen members has just been appointed to see to it that there is a creditable display of the products of the Lone Star State at Seattle. How about Massachusetts?

McKinney, Texas, has just been having a new kind of revival, with a series of "protracted meetings." We quote from the preliminary announcement of the order of exercises:

> Mr. W. B. Carnes, secretary of the Commercial Club at McKinney, Texas, has taken hold of the commercial revival idea advanced at the Convention of Commercial Secretaries at Fort Worth and has arranged a programme which shows commercial ingenuity and originality. The McKinney revival is scheduled to last one week, and meetings will be held each evening during the week. All subjects of public importance will be open for discussion to all citizens, and an association of ideas will result in well-matured plans and insure concerted effort in club work. At the close of each session the town kicker will be extended a pressing invitation to come forward and publicly confess his crimes and join the Commercial Club; the indifferent citizen will be urged to lead a more useful life, and a general desire for a bigger, better and busier city will be spread abroad. There is nothing more contagious than enthusiasm, and a few commercial leaders in a meeting to say and do the right thing at the right time will start a crusade for city building that will make Texas grow. The movement is recommended by the State Association to all commercial clubs as a method of dissipating the periodical depressions that sometimes bear with relentless severity upon small organizations.
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> The programme follows:
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> Monday .....Good Roads
> Tuesday .....Trade Extension
> Wednesday .....Civic Improvement
> Thursday .....County Fair
> Friday .....Factories and Railroads
> Saturday .....Membership Rally

How would it work to attempt such a revival, with slightly changed order of themes, here in the "Heart of the Commonwealth"?

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The advertising campaign in Springfield gets the following "boost" from a correspondent in the Springfield Republican:

> Springfield recently entered upon a campaign of advertising. Right now is the best chance to do the best kind of advertising it has had in years—the elevation of the mayoralty to the position it once held. The time was when the first office within the gift of the city was an honor. As in so many other municipalities, it appears to have become little more than a political plum, of seeming small worth, if we may judge from the way in which our business men avoid it.

In spite of the repressing influence of the humility for which Worcester is famous, we cannot help inviting our neighbors to study our experience in the mayoralty matter for the last nine months; it will be greatly to their advantage in planning for their next city ticket. Is Springfield ready to admit meekly that it cannot duplicate Worcester's achievements?

Worcester Polytechnic Institute.

News Notes.

E. N. Jennison, 1900, has gone to work for the Great Western Sugar Company at Fort Collino, Col., in their construction department.

W. H. Cooper, 1908, has entered the employ of the Hartford Insurance Association as inspector. H. L. Phillips, 1893, is manager of this company.

Alberto M. Labrit, 1907, a native of Cuba, has been made electrical engineer in the department of public works at Havana.

Charles E. Stewart, who for several years has been instructor in shop practice at Tufts College, is now assistant professor of mechanic arts there. Mr. Stewart graduated from the W. P. I. in the course of mechanical engineering in the class of 1901.

Charles E. Davis, '75, is the new superintendent of the automobile department of the American Locomotive Company at Providence, R. I.

C. W. Powers, 1907, has secured a position in the patent office at Washington.

Prof. L. P. Kinnicutt, who has conducted considerable independent investigations into the purity of the Worcester milk supply, is one of the members of the newly created Worcester Medical Milk Commission.

W. S. Locke, '74, who for some years has been at the head of the mechanical department of the Rhode Island School of Design, has been made first assistant in the Technical High School at Providence, R. I. Mr. Locke was made an M. E. by the Institute in 1904.

David L. Gallup, W. P. I., 1901, instructor in mechanical engineering in charge of the work of gas engineering, spent a portion of his summer vacation inspecting gas power and gas producing plants at various points in the New England, Middle and Western States. He visited Buffalo, N. Y.; Akron, Cleveland, Springfield, Columbus, Toledo and Youngstown, Ohio; Philadelphia, Pittsburg, Chicago, Indianapolis and Milwaukee. He also went to the celebrated new industrial city at Gary, Ind. Individual units from 25 to 3000 horse power were also visited. Some of these plants were using producer and others natural gas. The most interesting unit of all possibly was at the new steel town of Gary, where the most modern methods are all installed. American gas engines at this point use blast furnace and producer gas. Mr. Gallup is confident as a result of his investigations that the American gas engine is superior to the foreign-built, for the severe service demanded of it in United States plants. He also feels that the West is ahead of the East in employing power of this sort.

One interesting visitor at the W. P. I. during October was Henry C. Fuller, 1901, chemist in the United States Food and Drug Laboratories at Washington. Mr. Fuller is engaged in making an analysis of drinks of the coca-cola type, and has found, it is reported, that fully 100 of these drinks contain caffeine and more than thirty, not including coca-cola, contained cocaine. The samples, however, nearly all came from the Southern States. Mr. Fuller was a witness in the Harper brain food case, which was the first case that the government brought into court under the pure food act.

The new hand looms that are being used by Mrs. Sara Garnett Houghton and her pupils so successfully in the arts and crafts department of the Worcester Art Museum, are the clever workmanship of H. N. Smith, '94, who has been with the Crompton & Knowles Loom Works for some time. These looms are regarded as a distinct step forward in the process of hand weaving and promise to revolutionize work of that sort in this country. There is a marked revival in interest in craftsmanship of this type and some beautiful work has been done by pupils of the Massachusetts Institution for the Blind, on hand looms. Mrs. Houghton is enthusiastic in her praise of Mr. Smith's achievements.

Dr. John C. Thresh of London has been the guest of Prof. Leonard P. Kinnicutt and was a most interested visitor to the Worcester Purification Works at Quinsigamond, where the city's sewage is chemically treated and disposed of. Dr. Thresh is a lecturer on public health in King's College, London, and is a well-known authority on sanitary matters. His works on water supplies are an authority in this country as well as in Europe.

Arthur G. Fowler, who has been made assistant chief of the division of sewage and water supply for the New Jersey State Board of Health, was private assistant to Prof. L. P. Kinnicutt in 1906 and 1907, in the Sanitary Laboratories of W. P. I. Henry W. Denny, 1908, has also been appointed a chemist in the laboratory of the New Jersey State Board of Health.

Industrial Notes

PROSPERITY PEERS AROUND THE CORNER.

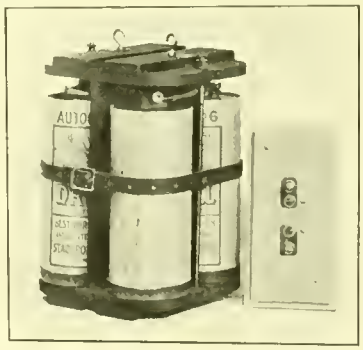
The business outlook in Worcester is better than it has been for many months, and there are indications that the last corners have been turned on the high road to prosperity. The Wright Wire Company is now working a night shift in one of its departments, and practically all of its employees are working until eight or nine o'clock at night. The managers report that orders have come in very finely during the last two or three weeks, and the outlook is excellent for the future.

The Whittall Mill is another concern that is running full time, and expresses great confidence in the outlook. This concern at one time during the past year cut down to forty hours a week, then it increased to fifty hours, and now it is working fifty-eight, and paying its help for sixty. It is reported that orders are coming in freely and that there is throughout the business world a better feeling and one of more confidence and courage than for many months.

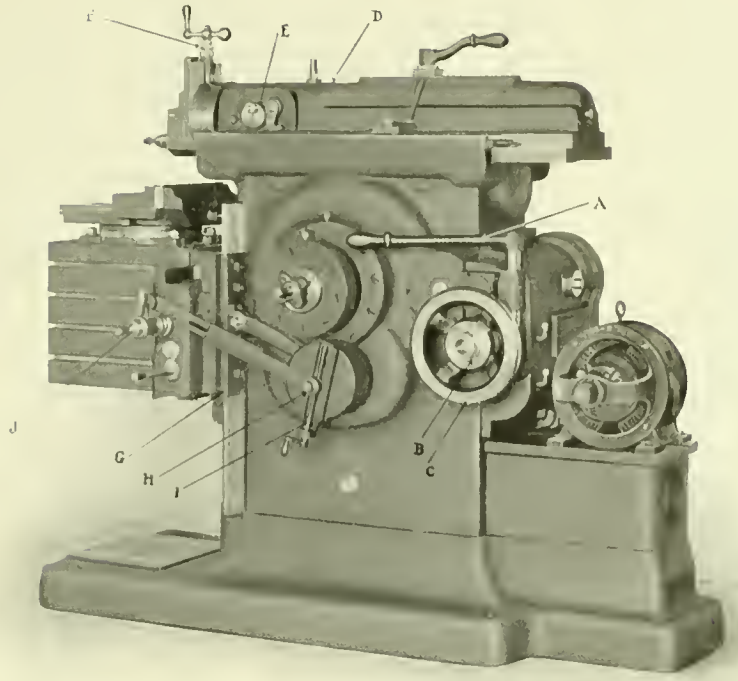
Mr. E. M. Woodward, president of the Worcester branch of the National Metal Trades Association, who has been in New York in attendance upon the tool-makers' convention there, states that the feeling among the machinery men there was that the business revival would start in about February, and that from that time on conditions would improve in the machinery and steel-making trade everywhere. He stated that he did not anticipate any reduction in the price of the product, and hence there will be no cut in the wages paid the workingmen.

A NEW BATTERY HOLDER.

The American Battery Holder Company of 65 Beacon Street manufactures an extremely satisfactory reasonable priced O. K. battery holder and protector for two, three, four or six dry cells with terminal block. For the two, three, four cell they get $1, and for the six cell $1.25. The manufacturers claim for this O. K. battery holder and protector several desirable features. It takes up little space and can be installed under a desk or window casing or bench. When once put up there are no wires to



bother with. The protector outfit includes holder, strap, terminal rods, necessary connections and terminal blocks. All wires are connected to the terminal block and all that is necessary for the customer to do is to hang the holder up and go off and leave it. When the holder is hung up the necessary contacts are made. If it is desired to silence the bell while houses are vacant or there is sickness in the family, the customer simply hangs the holder upon one hook. This breaks the contact. This effectually prevents mischievous boys running the batteries out while houses are untenanted.



STOCKBRIDGE MACHINE COMPANY'S NEW SHAPER.

A NEW STOCKBRIDGE SHAPER.

The Stockbridge Machine Company is putting on the market a new machine which embodies all the special features common to all Stockbridge shapers and several new features that add materially to its productiveness. This being an all-geared drive special attention is paid to the gear box construction. The latter is characterized by extreme simplicity united with great strength and wearing power. In all, ten changes of speed for each position of cam can be had: five with the direct drive and five with back gears. The gears run in oil and the boxes are bronze bushed and provided with self-oiling bearings. The gear box at the back of the machine bolted direct to the column makes not only a stronger, stiffer drive, compared with a gear box built out from the side of the shaper, but its compactness is an advantage where floor space counts. The Stockbridge patented two-piece crank motion is used on this machine. Besides the increase in power this gives an even cutting speed the entire length of cut, and a quick return of between three and four to one, obtained without jar to the machine. The parts are all strongly built and embody several new and superior qualities, which render the machine distinct from all other shapers now on the market.

MACHINE TOOL BUILDERS.

The annual convention of the National Machine Tool Builders' Association at New York last month was attended by a large delegation of Worcester tool builders, including E. M. Woodward, president of the Worcester branch of the National Metal Trades Association; John E. Snyder and Milton C. Snyder of J. E. Snyder & Son; Charles Norton and Clayton O. Smith of the Norton Grinding Company; James N. Heald, treasurer the Heald Machine Company; Albert E. Norton, secretary Prentice Brothers Company; Albert M. Powell of the Powell Tool Company; F. E. Reed of F. E. Reed Company; Charles E. Hildreth, vice-president and treasurer Whitcomb-Blaisdell Machine Tool Company, and Charles E. Thwing, sales manager for the same concern; Arthur W. Beaman, secretary and treasurer Stockbridge Machine Company.

The convention was a very interesting one, about 500 delegates being present, and the discussions and papers were particularly helpful. The delegates received new information about the industrial progress that Germany is making; and the delegates were warned that unless American tool manufacturers bestirred themselves she would capture the markets of the world. Already Germany has displaced the United States in many lines. The entire matter of her supremacy is being made a subject of governmental investigation and an effort is being made through the co-operation of Mr. Woodward to get Captain Carden, one of the experts in charge of this work, to come to Worcester and explain to the Board of Trade just what the trouble is.

Aside from the export problem the feeling at the convention was that we had seen the worst of the industrial depression and that by next February there would be a genuine business revival.

AMERICAN STEEL & WIRE COMPANY BUYS LAND.

A very important real estate transaction was consummated during October, whereby the American Steel & Wire Company obtain possession of eleven and one-half acres of land between Providence & Worcester Railroad and the Blackstone River at Quinsigamond Village. The property was obtained from the John S. Ballard heirs. From the Moses Perry heirs was obtained the tow-path along the line of the old Blackstone canal. The acquisition will give the corporation a connecting link between the present South and Central Works and will provide ample space for any future extensions. The papers were passed through the law office of Henry F. Harris.

FLAT-FEET HAPPINESS AT LAST.

Flat foot and broken instep cost the men and women of Worcester hundreds and the men and women of the United States thousands of dollars every year for doctors and surgeons' bills and hospital treatment, to say nothing of the excruciating agony of the unfortunate victims; and yet there is a man in Worcester, who never obtained a medical degree.

who has solved this whole problem and can cure the most obstinate case of flat foot or broken instep known.

He is Charles Case, the manufacturer of the celebrated Case shoe; and he has in his possession scores of letters and testimonials from people given up as hopeless cases by orthopedic surgeons that he has completely cured.

CASE ARCH PROP SHOE.

The ancients wore sandals which gave easily, and the foot was practically as free as if it had no confinement whatever. Similar sandals are still worn by the peasantry of the Abruzzi, whose overlord wants to marry the daughter of Senator Elkins. But with the growth and refinement of society a more modest and artistic foot covering became a necessity. In efforts to produce something not only new but outré, all consideration for the foot has been ignored. Shoes have been pointed to an extravagant degree and heels have been raised until they became a monstrosity. Many feet have been ruined by wearing shoes not made in accordance with anatomical lines.

Mr. Case's attention was called to this fact several years ago by the demand for a pair of shoes from a customer who happened to be a physician suffering from flat feet.

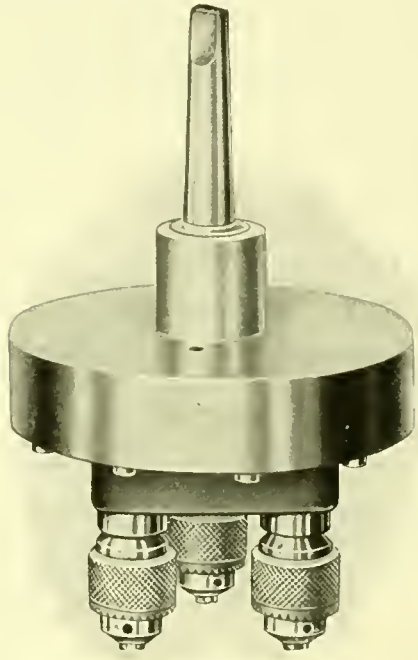
Mr. Case made the doctor a pair of shoes from designs he invented for the purpose, and has since continued experimenting along this line. He has finally found something that is anatomically perfect and that he says will cure the most aggravated case of flat foot or broken instep known. It is not a freak shoe; it is as handsome as any footwear now on the market, as easy as a lady's glove and costs but $5 and $6. These shoes are made for both men and women and are made in all sizes and in all widths. They do away absolutely with cumbersome arch supports and put one's feet where they belong, on "Easy Street."

These Royal Worcester Case arch prop shoes are the fruit of a lifetime of study by Mr. Case; and he is deservedly proud of what he has accomplished. He has just begun making a specialty of the ladies' shoes, having heretofore made them only on individual orders. The demand for a shoe for ladies' wear that will do away with arch supporters has caused him to plan a new establishment to be devoted exclusively to the manufacture of these shoes for women.

At his factory, 40-50 Thomas Street, Worcester, Mr. Case will be glad to display these shoes to either men or women suffering from flat feet or broken instep. He makes to the trade generally the request that they investigate his shoes if their patrons are dissatisfied with any of the arch supports now in use and are unable to get foot comfort in any shoe now on the market. The more desperate the case the more anxious Mr. Case is that they shall wear his shoe. Shoe dealers with such customers throughout the United States are requested to communicate with the Charles Case Shoe Company, 40-50 Thomas Street, Worcester, Mass., for further information about this shoe and what it has done and can accomplish.

MULTIPLE DRILLING.

Francis Reed Company has recently brought out a new multiple drilling attachment which can be applied to any drilling machine without any special fixtures, it fitting any given spindle and always driving forward without reversing the direction of the spindle rotation. These attachments are built to order and it is not necessary that they be on a circle, as they can be made to fulfill almost any requirement. A short, light arm is attached to the case to hold the drills in a given position—put on merely to insure steadiness. All bearings are made large and long with suitable oil grooves. These attachments are applicable to any case where two or more holes are to be drilled in constant relation to each other, or to any special work where quantity is to be considered. The spindles are not adjustable, but the normal



MULTIPLE DRILLING ATTACHMENT.

cost is not so great but what one or more could be installed to meet different demands. The power is given to the spindles from a common centre, and hence there is no cramping caused by the attachment's getting out of balance.

A NEW SPARK PLUG.

Two of the specialties produced by the Windsor Manufacturing Company, 30 Hermon Street, that appeal particularly to automobilists are their new "Sterling" spark plug, price $1, and their "Sterling" auto vise, price $3.50. The latter is furnished complete with sterling brass plate for running board. This vise is designed to enable the motorist to repair his machine if it breaks down on the road at a point remote from a repair shop. It comprises a vise and pipe vise with jaws which can be placed in any angle desirable and held rigid by a single lever. The pipe jaws will clamp positively a pipe or other round object, while a 45° V cut in the jaws will hold a rail or small tube rigidly. This cannot be done with the ordinary jaws. The vise is so constructed that it can be used as an anvil, if it is necessary, and also by an easily explained mechanism can be converted into a wrench or perfect pipe wrench.

The "Sterling" spark plug made by this concern was built for business, and is guaranteed for 5000 miles. Each plug is thoroughly tested before leaving the works, and is guaranteed for the distance noted against breakage, leakage, short circuits or miss-fires. If used on a stationary or motor-boat engine, it is guaranteed for one year from date of purchase. The plug produces a stream of hot intensified sparks, which will positively explode any mixture obtainable; most of the difficulty in starting a machine is caused by a slight deposit of oil and soot, which hardens between the sparking points of the ordinary plug after the motor stops. In the "Sterling," by the force of gravity the sooty oil drains away, leaving the sparking surfaces free and clean. There are no small spaces or inclosures to retain hot gases and collect carbon, and the makers claim for it that it is the only plug on the market to-day which can be operated successfully on an air-cooled, oil-drenched motor. The core is of imported Dutch vitrified porcelain. The inside wall is constructed so as to allow an even distribution of heat throughout when subjected to sudden change of temperature, thereby reducing to a minimum the liability to crack.

HOTEL WARREN.

MR. C. J. POMEROY.

In spite of the fact that Worcester is "so near Boston," as traveling men say when asked why they do not spend more nights in our city, the Hotel Warren has had a most prosperous business for the last few months, being crowded to its utmost capacity and turning away guests night after night. Whoever has the pleasure of knowing its genial host, Mr. C. J. Pomeroy, and the efficient assistants who co-operate with him in the management of this model hostelry, possesses one clue to an explanation of the growing popularity of this house. The excellence of the cuisine and the high standards maintained in overseeing the minutest items which contribute to the comfort of the guests are also large factors in the matter. The only drawback at present is narrowness of quarters, a fault which might well be remedied by an extension of space, if possible.

TEACHING STEAM ENGINEERING.

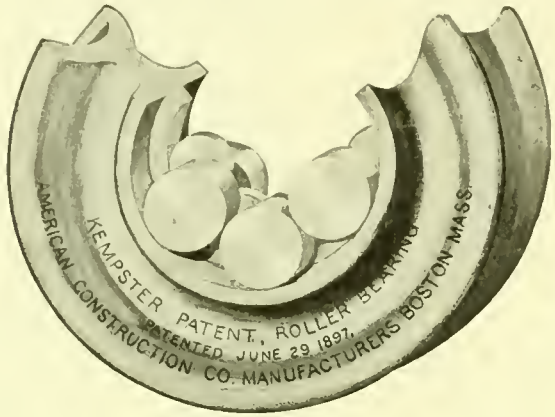
The Massachusetts Engineering School, at 20 and 22 Austin Street, makes a specialty of teaching its pupils steam engineering, electrical engineering and electricity complete. The school comprises a practical steam plant, and is equipped with engines, dynamos, steam pumps and other facilities for acquiring a thorough knowledge of steam and electrical engineering. The school makes a business of promoting practical engineers from the grade in which they now find themselves to a higher one. Every detail of the theory in practice of steam engineering can be found at this establishment, the manager being a graduate of Stevens Institute, one of the technological schools of the United States, and he has had great success in procuring licenses for his graduates, no less than 610 having been fitted out at this school. He teaches mathematics to the students, and also gives them fundamental instruction in mechanics, teaching them if they break any part of the machinery how to get it on a lathe and repair it. This adds to the engineer's usefulness in plants where he has leisure and the engine-room is equipped with lathes where he can work. Special stress is laid at the Massachusetts Engineering School on the practical nature of the instruction. Men are not expected to learn steam engineering out of a text-book, but are brought to hand grips with steam engines themselves. They are taught to solve the problems and overcome the difficulties that confront every engineer in his daily experience. The result is when they go out they are equipped with a necessary knowledge to take immediate charge of a steam plant.

A NEW ADVERTISING AGENCY.

The Wilder Pictorial Agency, which has opened an office at 1036 Slater Building, brings to Worcester one of the most talented and successful young women in the advertising world. Mrs. Wilder, who was Miss Florence E. van Deusen before her marriage, has planned and executed some of the most successful and artistic advertising campaigns known to the modern magazine. She numbers among her customers names familiar to the reading public in both this country and Europe, and the concern holds itself in readiness to place advertisements with both magazines and newspapers in this country, Cuba and Spain. The Wilder Pictorial Agency makes a specialty of sending out demonstrators in connection with an advertising campaign and gives personal attention to every detail of getting the goods before the customer. They claim that they are unique in this and say that they have had some wonderful results from the service they afford advertisers who desire to get before the public in this way. The agency has a studio at Leominster and important New York connections, and holds itself in readiness to furnish souvenir novelties, illustrations, booklets, poster and billboard work, as well as giving special attention to preparing advertising copy and arranging for general publicity and demonstrating.

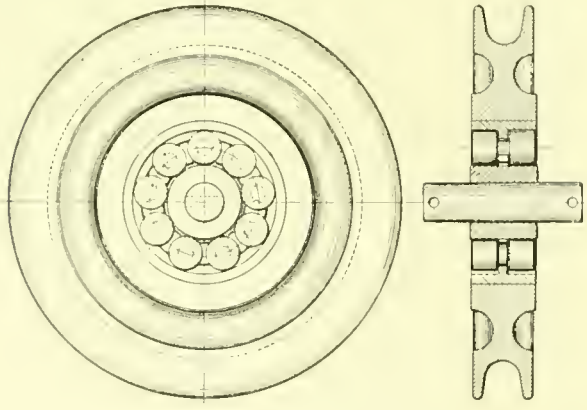
AN OILLESS BEARING.

Edward J. F. Coleman, who is at the head of the well-known Providence firm of Walter Coleman & Sons, has become proprietor and successor to the American Construction Company of Boston, Mass., manufacturers of the Kempster patent improved roller bearings, sheaves and bushings, which have been on the market for some time and are steadily growing in favor. They have the least friction of all roller bearings on the market, the length of



KEMPSTER IMPROVED ROLLER BEARING SHEAVE.

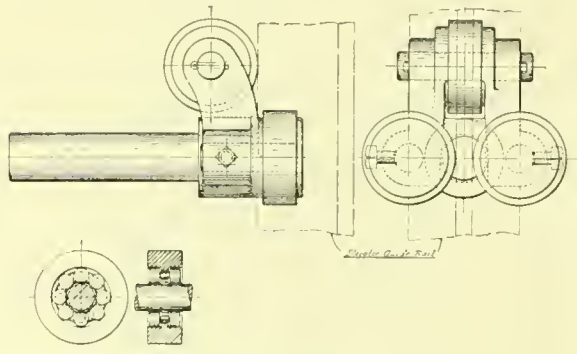
the rolls being the extreme thickness of the bearing, which is a great advantage in wear and alignment, causing them to work the easiest, wear the longest and save both labor and money. The rolls are grooved and arranged astride an interior rail and are kept apart by rolling separators, thus forming a real roller bearing. The rolls and separators are held in position within the bearing sheave or bushing by a spring ring, which is easily removed and replaced when desired. Should any of the rolls or separators become worn from long use, they can be quickly and easily removed and new ones substituted, thus making a practically new bearing at a small expense. Owing to the improved construction, all cages, rivets and pivotal parts for holding the rolls within the bearing, sheaves or bushings are entirely dispensed with and a bearing is produced in which friction is reduced to a minimum, as the parts have a true rolling contact with each other, instead



WIRE ROPE SHEAVE. CASE HARDENED BEARING AND PIN.
No oil required.

of a rubbing contact, as is the case in other forms of roller bearings, as well as a fatal defect. In the test made by the Massachusetts Institute of Technology it was found that a trifle over two per cent. of friction developed on a cylinder weighing 1500 pounds, having the Kempster roller bearings at either end. The Kempster improved construction is applicable to all forms of bearings, has been successfully applied to heavy shafting and general machinery and is particularly adapted to elevators, printing-presses, automobile and vehicle bearings; also to high-speed trolley wheels, for which are used double bearings thoroughly insulated and running absolutely without oil or grease.

Kempster's improved elevator bearings for hoists and guide tracks run without oil and are noiseless, doing away with all labor on guide tracks and vexatious annoyances and expense through damage by grease. All Kempster bearings are standardized in diameters and thickness and are made interchangeable. Regular sheave bearings are made with five and six rolls running directly on the pins. Rolls and separators are constructed from casehardened steel and run on casehardened steel pins. Wire-rope sheaves have casehardened outer rings, rolls and separators, casehardened steel inner sleeves for rolls to revolve on; nine to ten rolls being used to insure steadiness and smooth running, together with strength and endurance for very heavy loads and quick speed. Sheaves as used by the United States Navy Department have steel outer rings and five Tobin bronze rolls and separators run on casehardened steel pins. Galvanized sheaves for yacht use have bronze outer ring and Tobin bronze rolls, separators and pins. Bronze sheaves have Tobin bronze rolls, separators and pins. Bronze bushings for lignum vitæ sheaves have either steel or Tobin bronze rolls and separators. Bronze trolley wheels have casehardened steel outer rings, rolls, separators and pins. The wheels are thoroughly insulated by mica tubing, and discs and wheels are made in halves, fastened



ELEVATOR SIDE TRACK BEARING.
No oil required.

together with strong screws and are easily removed and renewed when worn in score or grooved by continual use. The bushings will out-wear the wheels many times and can be used repeatedly in new casings at a nominal expense. The elevator, automobile, vehicle and journal bearings are made interchangeable, with casehardened steel outer rings, rolls, separators and inner sleeves, all of which are ground perfectly true to prevent breakage or wear. They are noiseless and need no oil, and the thrust requires no delicate adjustment. They are easily applied and are made dust proof and reduce the friction practically to two per cent. and will not crush or break down. They are intended for hard usage and make a clean as well as the most durable bearing offered to the public and by far the cheapest in the end.

The company are prepared to furnish the Kempster improved roller bearings to fit any make of wheel, journal or sheave bearing and will, on receipt of drawings showing requirements, quote prices on same. The factory is well equipped with modern appliances to insure accurate workmanship and prompt delivery, together with reasonable prices for first-class work. The attention of the public, as well as an investigation, is desired on the merits of these bearings. The factory is located at Bath, Maine. Office 308 South Water Street, Providence, R. I.

Some Things the Worcester Board of Trade Has Done.

It has increased 25 per cent. the passenger service between Worcester and Boston.

It established a port of entry of the treasury department for the benefit of importers.

It brought about a reduction of water rates, saving Worcester manufacturers $10,000 a year.

It established a mail from New York for late afternoon delivery of special importance to business men.

It established, after other means failed, sleeping car service between Worcester and New York.

It killed a legislative bill providing for unfair taxation of commercial corporations.

It has been represented and had large influence in the settlement of the grade crossing problem.

It assisted in the passage of the bill providing for the classification and increase in pay of the postal clerks.

It has obtained frequent concessions in express rates between local points in Massachusetts and other New England states.

It has brought about re-classifications of freight rates at various times, greatly to the benefit of Worcester manufacturers and shippers.

It took the initiative and brought to a successful issue the widening of Canal Street in connection with the Union Station proposition.

It secured a business men's express train to Boston leaving Worcester at noon, a great convenience for persons desiring to do business in that city.

It appointed a special committee which brought about an entire remodeling of the new Union Station interior plans for the convenience of Worcester people.

It took the initiative in the widening of Shrewsbury Street, which is now recognized as the most important improvement on the east side in many years.

It secured satisfactory freight service on the Boston & Maine Railroad for Worcester fruit and produce shippers, so they could compete with Boston shippers.

It killed the bill restricting the height of buildings in cities in the Commonwealth, outside the city of Boston, which would have made impossible the building of the Slater Block.

It brought about noticeable improvements in passenger and freight service on the Boston & Maine Railroad between Worcester, Clinton and other Worcester County and northern points.

It killed a legislative bill emanating from Worcester which, had it passed, would have prohibited large corporations paying their help by checks, which was aimed particularly at the American Steel & Wire Co.

It killed a bill providing for the creation of the office of purchasing agent of supplies for all state institutions, with headquarters in Boston, which would have taken away many thousands of dollars in trade from Worcester wholesale merchants.

It secured from the Railroad Commissioners the revocation of a rule of the New York, New Haven & Hartford Railroad compelling shippers to assume responsibility and liability of all cars and railroad employees while loading and unloading goods on a private side-track.

Join the Board of Trade, and Help us Do Some More Things.

THE WALK-OVER BOOT SHOP.

A Twentieth Century Shoe Store at 302 Main Street, Fitted up for Mr. A. P. Crawford by C. L. Goodwin & Company and the W. D. Kendall Company.

In a shop window at 302 Main Street, the diminutive but perfect figure of a handsomely groomed man who very carefully walks over a natty new shoe every time he steps calls the attention of the passer-by to the model shoe store just opened there by A. P. Crawford for the sale of the justly celebrated Walk-over shoe. This is the store that Mr. George H. Woodman of London, the European manager for the Walk-over Company, and Mr. Irish, their Paris representative, have recently united in declaring to be one of the handsomest boot shops they had ever seen.

Mr. Crawford, the manager, has conducted stores in Dallas, Tex., and in Cleveland, O., and has had twenty-five years' experience in manufacturing and retailing shoes.

In order that every detail could be attended to in advance, a twentieth century store was fitted up by Mr. Crawford built on the unit plan and fitted in faultless taste. The contract for all of the furnishings, except the electric lighting, was awarded to C. L. Goodwin & Company of this city. The lighting was done by Mr. Hall of the W. D. Kendall Company, also of Worcester.

The store when Mr. Crawford took it was the ordinary box-like affair and was not even wired for electricity. Its only modern possession was a steel ceiling. The first thing to be decided was a color scheme that would create a soft and yet cheerful effect throughout the store. Green was made the basis of decoration, using a dark mission effect in all the furnishings, relieved with maroon in the red leather cushions.

Perhaps the most striking feature of the furnishings was the fitting bench. This is made with the graceful outline of the old Flemish design. These benches run the whole length of the store and one characteristic of them is their high recessed back terminating in a shelf at the top. This forms an integral part of the design and allows for an ideal place for display purposes.

The panel work at the back of this bench is recessed at such a height as to allow the head to rest naturally while the shoes are being fitted, and in the case of a lady gives ample room for the hat, thus overcoming the usual objection to a high-backed bench.

The shelving itself is so arranged that the lemon-colored fronts of the shoe cartons harmonize handsomely with the green background and artistic pilasters that at intervals break the shelf lines. The shelving was constructed by Messrs. Goodwin & Company, so that the contents always present a perfectly finish appearance to the eye. This adds materially to the general well-groomed effect of the store, and also makes it easier to keep clean, as there are no niches for the dust to lodge.

Particular attention was paid by Mr. Crawford to the window, and he brought to this feature of the establishment, as he did to every other, the fruits of years of close observation, keen business insight and a natural love for artistic surroundings. He is a firm believer in the economic value of beauty, and in his attempt to carry his ideas into execution he had the hearty co-operation of both C. L. Goodwin & Company and the electricians, W. D. Kendall Company. The result has been pronounced by competent judges to have the effect of an enormous show case placed on the front street.

The color effect in the window, following out the general

scheme, is a light green. The floor is of selected quartered oak and the reflector panels in the ceiling are painted white. The window has slanting signs facing the street, which are backed by electric lights. At the rear of the window is a deck of panel work which gives a chance for a distinct and easy change of display, a feature which will be appreciated by every store manager. This can be readily removed if desired and the window used without obstructions. The molding in the panels has grooving, into which display cards can be fitted as desired.

The wiring of the window comprises one of its most attractive and interesting features. The window lights consist of thirty-six forty-watt Tungsten's arranged in combination so as to be controlled in sections, which form geometric designs when turned on. All the lights in the window, including the sign-lights, are controlled by the Anderson time-switch, by which the lights gold effect from the electroliers overhead and the store furnishings below, the light filtering softly through crystal shades, form a most artistic ensemble. The light furnished, too, is sufficient to please the most exacting and particular customer. Call-bells and signal-bells have been installed, and the repair shop at the rear has been fitted up with plug attachments for portable cords, where extra lights and power can be put in at any moment.

A gallery has been built separating the store into nearly equidistant sections, and at this point are located the office and bundle-department. The carrier elevator here is enclosed in such a way as to make it part of the general design. Even the shining-stands are of artistic workmanship and help carry out the square effect for which the Walk-over shoe not less than this store always stands. It is the intention of the Walk-over Company, in conjunction with Mr. Crawford, to make this store a model where

are turned on at a fixed time and go out automatically at certain hours, determined by the manager. The sign-lights outside are also controlled by a time-switch.

In the store itself the electric lighting presented one of the most difficult problems encountered. It was extremely distasteful to Mr. Crawford to have any wiring mar the appearance of the establishment, and Mr. Hall has buried every inch of the steel armored wire used for lighting purposes. The store is equipped with thirteen electroliers and twenty-six bracket lights, the latter terminating in lanterns specially designed for the Walk-over Shoe Company. The lamps used are high-efficiency Tungsten's and the fixtures are all of the Mission type. The switches controlling the lighting are concealed in the pilasters and the electroliers are so controlled that they can be lighted by sections, commencing with the back of the store, as the day advances. The green and all the latest improved Walk-over specialties can be tried out. This will result in Worcester's being given the benefit of the ablest brains in the shoe business, and Mr. Crawford is grateful that in his task he had the co-operation of two concerns so capable, trustworthy and artistic as C. L. Goodwin & Company and W. D. Kendall Company. The establishment has been visited by scores of merchants from this and other cities since it was opened, and constitutes of itself an admirable advertisement of the superiority, artistic taste and clever workmanship of Worcester artisans as well as the Walk-over shoe.

C. L. Goodwin & Company, who furnished all the artistic fittings of the store except the lighting, have Charles A. Brown as their travelling salesman, Wilmot P. Goodwin as their special New York representative, and C. A. Hewett as their local representative.

The Advertising Man's Page

I compliment you and the Board of Trade on that magazine. It is what we folks down here would call a "Jim Dandy". I admire the spirit of your manufacturers and business men generally as expressed in their generous advertisements. It is the most advertisement Worcester ever conceived.

Very truly yours, Woodworth Clum

What do you think of that? Read Clum's article under "Timely Topics;" look at his picture; he knows a good thing when he sees it.

In spite of this high praise we try to keep humble—also hopeful of being yet more deserving of it.

> We're not a bit like those two flies who fell into a cup of molasses and wouldn't speak to each other because they were so stuck up.

To come to the point—all our success in making this Magazine a model trade journal rests on the loyal support of our advertisers, and we admire their spirit and their practical exhibition of that spirit quite as much as does Mr. Clum.

o o o

But to come to another point—we want to increase our admiration! Not for our present advertisers; that would be impossible—except by orders of more space. We want to admire more Worcester men who ought to join this goodly fellowship of Admirables.

> Stop just here—only for a minute—turn over to that page just before the inside back cover; run over that list—any there with whom you don't want to associate? Honest, now, isn't that bunch all right? Wouldn't be ashamed to be seen in that line-up? Of course not!

Now for a few plain words with you, Mr. Man-whom-we-want-to-Admire. You believe in Worcester? Yes. You want and expect to see a bigger and better Worcester? Of course. Now here goes—don't get mad. Do you want other people to do the work of making it a bigger and more prosperous city, or are you willing to help?

In other words, will you get into the game, or do you want to stand on the sidewalk with the Knockers' Club?

Here is the way it looks to the Ad-man.

This Magazine is published by the Worcester Board of Trade in order to keep Worcester in the public eye, by describing to all the world what this city has, what it is, what it is doing, what it is going to do and what it is sure to become—a city of 200,000 inhabitants within the next ten years.

Is there any better way to advertise Worcester than by publishing the finest and most complete trade journal in the United States? If so, tell us what it is, and we'll drop this Magazine within twenty-four yours.

o o o

What is needed to make this a COMPLETE trade journal for Worcester?

> Listen to' this neat bit of poetry from Kate Griswold, who edits *Profitable Advertising:*
>
> We may live without poetry, music and art;
> We may live without conscience and live without heart;
> We may live without friends, we may live without fads;
> But BUSINESS TO-DAY CANNOT LIVE WITHOUT ADS!

That is it—of course—you knew it all the time—ADS! The more of them there are in this Magazine, and the more fully they represent ALL our commercial and financial interests, the more Worcester will be boomed, the larger will become the grand total of general prosperity to be divided up among all citizens.

"All citizens! Oh, come off! What is there in it for ME?"

Well, friend, that's another story, as Kipling says; we will tell it when there's more room; but here are some of the headlines just to keep you guessing for the next thirty days:

A Bigger and Better Magazine for 1909.
Ads in Three Foreign Languages.
A New and Select Foreign Mailing List.
A——
A——

See you later.

September Issue, 2,500; October, 2,500; this month, **5,000!**

The WORCESTER MAGAZINE Illustrated

"WORCESTER MADE
INVITES
TRADE."

PHOTO BY LOUIS FABIAN BACHRACH. WORCESTER CONTINENTALS, OLD HOME WEEK PARADE, BOSTON, 1907. CARLTON ENG. CO.

Published by Worcester Board of Trade,
DECEMBER, 1908

WOODBURY CARLTON CO.

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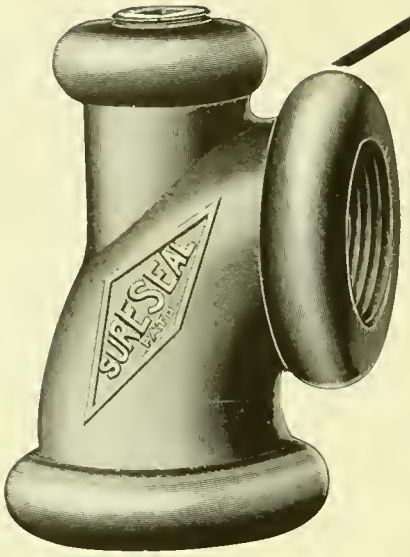

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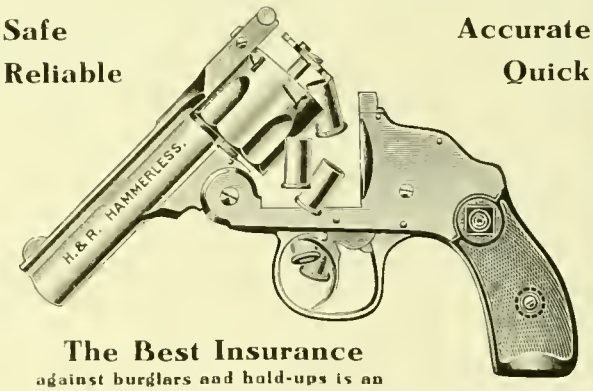

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HARRINGTON & RICHARDSON ARMS COMPANY

DESCRIPTIVE CATALOG ON REQUEST

Worcester, Mass.

The WORCESTER MAGAZINE

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CHARLES H. BOSWORTH, BUSINESS AGENT.

Contents

EDITORIAL COMMENT.
Get Ready for 1909, 311
A Wholesome Tonic, 311
The Kind of Mayor Worcester Needs, 312
The Battle for Fair Express Rates, 312
The Future of the Sherman Anti-Trust Law, 312
A Hopeful Partnership between Capitalists and Labor Unions, 312
Guaranteeing Bank Deposits, 313
A Righteous Judgment, 313
EDITORIAL.
The Unity of New England, 313
The Worcester Magazine for 1909, 314
TIMELY TOPICS.
Discussion: License or No-License?
Hon. James H. Mellen, 315
Mr. O. W. Norcross, 317
Mr. Mellen's Rejoinder, 320
Mr. Norcross' Rejoinder, 321
Worcester Continentals, by Adjutant Herbert L. Adams, 322
Eliminating Grade Crossings, 328
The Annual Glee Club Concert, 330
Machine-tool Makers in Europe, Captain Godfrey L. Carden, 332
An International Episode:
Presentation of Armor, 333
BOOK REVIEWS, 335
NOVEMBER TRADE CONDITIONS, by O. C. Ansley, 336
Decision in Regard to Labels, by Hartley H. Bartlett, Esq., 336
WORCESTER STOCKS, by Kinsley & Adams, 336
CURRENT EVENTS, 337
THE SECRETARY'S CORNER, 338
BOARD OF TRADE.
"Board of Trade" Night, 339
Two Sudden Deaths. 339
Worcester Merchants' Association, 339
Worcester Agricultural Society, 339
Photographic Award, 339
INDUSTRIAL NOTES, 340
WHAT THE AD-MAN FINDS, 342

Editorial Comment

Get Ready for 1909!

It will soon be here. December has a trick of slipping behind us as the track glides past the racer sprinting toward the goal. There is no time now to look back, either to bewail or boast. Get ready for 1909! It ought to be, it may be the best year in commercial and industrial progress that Worcester has ever seen. Whether or not it shall be is for Worcester's business men to say, speaking through the concerted efforts of her Board of Trade, the only organization which brings into one all of her business men. The first essential for such progress is that Worcester's business men "get together."

The recent supreme event of the football world at New Haven demonstrated the fact that team work under good generalship by young and inexperienced players outmatches the most brilliant efforts of star performers. Worcester has plenty of good material and "star performers" on the arena of business endeavor; what is needed is more "team work." Plan to join your fellow business men in the grand New Year's rally at Washburn Hall, Friday evening, January 1, 1909, where the Board of Trade will keep open house and try to start the new year right.

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A Wholesome Tonic.

This terse phrasing of the probable effect of the national verdict in the presidential campaign, as it came from the lips of Governor Hughes on the morning after his great victory in New York, is proving true in all sections of our commercial and industrial world, Worcester included. Many of our manufacturers are having ample and quick proof of the toning up of confidence and courage among their customers, through the coming of orders to employ waiting machines and idle workmen. One firm engaged in producing textile machinery received more orders in twenty-four hours than in all the preceding days of 1908. The working of this tonic is also happily apparent in the spirit of expectancy among those who have not such large and tangible certainties on hand. There is still force in the description of the athletic victors in the old classic epic, "They are able because they believe themselves able." One need only think back for a twelvemonth and recall the spirit of the closing days of 1907, in order to appreciate the glad change which has come over our land, and to recognize therein a sound basis for cheerfully greeting the advent of 1909.

The Kind of Mayor that Worcester Needs.

For several good and sufficient reasons this Magazine will offer no advice to the voters of this city in the coming municipal election concerning candidates. There are certain principles, however, which ought ever to stand out clearly amid any confusion over personalities; and some of these primary truths capable of guiding aright the choices of citizens are admirably stated in this editorial utterance of the Wall Street Journal:

What is needed in New York is a mayor with a jaw that denotes determination to do the right thing regardless of political consequences to himself or anybody else. We want a mayor who will squeeze the water out of the city's labor by eradicating that form of graft which consists in a man's giving only 50 per cent. work for 100 per cent. pay. Such a mayor must be perfectly willing to incur the hostility and the unpopularity which such a determined policy would incur. If he went into office with a view to his own future political advancement, if he took the mayoralty with the idea of making it the stepping stone to the governorship or to the President, he would be unable to do the work which is needed. His hands would be tied by his own political ambition.

But if he went in there with the sole idea of rescuing the city of New York from those tendencies which now head it toward municipal bankruptcy, he might not enjoy any more than four years of power and might leave office for a period of political retirement, but ten years thereafter, he would at least have this satisfaction, that he would be the most esteemed and popular citizen of Greater New York. It doesn't make any difference whether in national politics he is a Republican or a Democrat, whether he favors a high or a low tariff, or what his views are in regard to the currency. The question is whether he is a man with a will to reorganize the government of the city of New York with the same stern ability that he might reorganize a rundown railroad.

It is hard to imagine any good citizen of Worcester willing to demur at such conclusions, whatever his political or partisan affiliations.

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The Battle for Fair Express Rates.

This contest which has been waged during the last few months by several commercial bodies of Massachusetts, and notably by those in Boston, seems to be approaching an acute stage. It is true that our Railroad Commission has not an absolute power to raise and lower rates. Whether that statement will remain true after the General Court of 1909 has adjourned, is likely to depend somewhat upon whether some of our express companies will correct some glaring injustices of scheduled rates. For months, to quote a single example, this Board of Trade has been trying unsuccessfully to equalize minimum rates between Worcester and Gardner, now twenty-five cents, and the rate between Gardner and Boston, about twice the distance, which is only fifteen cents. In spite of the fact that no explanation can be offered for such inequality, there is simply a stubborn refusal to right the wrong. We heartily endorse the views of the Boston Transcript, editorially expressed as follows:

Never before in the history of the Massachusetts Railroad Commission has it been treated so defiantly as by the express companies in their newly announced schedule of rates. The Commission has an international reputation by reason of the important results which it accomplishes merely through the power of recommendation. The standing of the Commission is thus at stake as well as the convenience of the public. Bills are steadily before the Legislature to give the railroad commissioners absolute rate-making power, such as similar officials have in most of the other states; but Massachusetts has always hesitated to go so far as this. In the present instance the three commercial bodies that made the protest against last January's radical increase in rates may be trusted to report to the Commission on how its recommendations have been treated. That body is likely to restate its position more definitely. If the express companies again fail to conform to its obvious purpose, the case would go to the Legislature, which might itself decree the rates or else give the Commission the power to do so. We cannot believe that the express companies will be short-sighted enough to allow such an alternative ever to be presented.

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The Future of the Sherman Anti-Trust Law.

The recent decision of the Circuit Court of Appeals in New York city against the American Tobacco Company has a wider scope than at first appeared. Whatever may be the popular feeling against this trust for its oppressively monopolistic actions, the commercial world is hardly prepared for a ruling which makes all combinations in trade illegal, without regard to the existence or non-existence of monopoly. In his recent address before the Merchants' Association of Boston, Congressman Charles G. Washburn of this city made the following declarations:

I do not attempt to consider the effect of the Sherman Act upon combinations of labor or railroads, but confine myself to its effect upon business corporations. Of these, we have in this State alone, upward of 5000 engaged in interstate business. Many of them doubtless have been, and very likely are now, members of combinations which are in contravention of the Sherman Act as construed by the Supreme Court. Congress has been asked so to amend the act that reasonable agreements in restraint of trade may be made lawful, and there is a disposition to respond to this demand.

After quoting some of President-elect Taft's words concerning the future security of every business man in going forward without fear of trouble when acting legally, Mr. Washburn continued:

This is reassuring to the business interests, but the crux of the situation is that business combinations affecting interstate business cannot be made without violating the Sherman Act, and it is, of course, encumbent upon the executive to enforce the laws as they stand, good or bad. How can the Sherman law be so amended as to permit reasonable combinations and at the same time adequately protect the people from the evils of monopoly? This is the problem with which Congress is confronted.

o o o

A Hopeful Partnership Between Capitalists and Labor Unions.

"To encourage by every proper method cordial and friendly feelings on the part of the public toward American railroads and their business; to provide publicly means and methods for obtaining consideration and hearing from all legislative bodies and commissions empowered to enact laws, rules and regulations affecting the conduct and operation of railroads; to do whatever lawful things may be necessary in order to secure a fair return alike to capital and to labor interested in

American railroads, with due regard at all times to efficient service, fair treatment and safety to the public."—this is a noble ambition, admirably defined, and adopted by a combination of forces which is as sensible as it is surprising. When railroad presidents and labor union leaders are ready to join as partners of equal interest in such a body as the American Employees and Investors' Association, we may look for real progress toward attaining some worthy ends. It is natural that the forces of organized labor should welcome such an event; it is equally proper that the great American public, who are so vitally concerned in these matters, should applaud the wisdom of this plan, and watch hopefully for good from its fulfillment.

o o o

Guaranteeing Bank Deposits.

This title appears over a recent cartoon in one of our daily papers, picturing prison bars closing upon a notorious ex-captain of high finance, who has just been sentenced to fifteen years of hard labor in a United States penitentiary. This is a keen and clever characterization of the effect of the trial and conviction of Mr. Morse for misappropriation of bank funds. It is also a refutation of the saying, far too common and well-founded, that no millionaire can ever be put behind prison bars. So far as court procedure is concerned, it has to be admitted that state courts are inferior to those of the national government in such administration of justice. There are some exceedingly unpleasant and apparently uncontradicted statements gaining circulation, to the effect that Morse's misdeeds have been but duplicates of similar financial operations in New York city which have been condoned instead of condemned by judges and prosecuting officials of the Empire State. The claim of the convicted man that he is a victim to popular clamor against rich men is the veriest nonsense; no man's guilt could be more clearly established than was his in a trial where Judge Hough spared no pains to secure justice and impartiality.

o o o

A Righteous Judgment.

The utterance of one of the most honored judges of Massachusetts in affirming sentence of a lower court upon a chauffeur convicted of operating an automobile when intoxicated, is worthy of coupling with the more conspicuous conviction of a guilty bank official. The refusal of Judge Bishop even to listen to letters beseeching leniency for the prisoner on the ground of his respectability is worth quoting. Among other things he said:

> The punishment which ought to be awarded for jeopardizing the lives of others by the reckless handling of an automobile is not to be measured by the respectability of a young man or the respectability of his friends. I should be unfit to award punishment if I should discriminate between the unlettered and the less favored and him of a better class. I assume that what your witnesses say will be favorable, but I cannot consider it, knowing that though the automobile is properly an instrument of comfort and pleasure, in the hands of a drunken man it becomes an instrument of death and hazard.

In this connection we are glad to commend the action and utterances of automobile owners and proprietors of garages here in Worcester in taking a firm stand against the lawless operation of machines in our city.

The Unity of New England.

The recent conference of New England governors and invited guests held at Boston, November 23 and 24, is an event of marked significance. In its plans and possible future it contemplates a getting together of the leaders of thought and action in this section of the country for the sake of securing uniform legislation on matters of inter-state concern, and for preventing waste and promoting the largest use of natural resources. The movement owes its origin to the initiative of Mr. Herbert Myrick, editor of the New England Homestead, and its development into the successful assembly at Boston largely to the interest and gracious hospitality of Governor Guild.

Its three sessions, held on two afternoons and one forenoon, drew but small audiences in addition to the rather limited number of invited guests; possibly because the subjects chosen for consideration were of minor popular interest. The planting of trees, the preservation of lobsters and the building of highway trunk lines for automobilists and others, are of undoubted importance and were presented by experts in some valuable papers; but there was scarcely any opportunity for free discussion, and other matters of common concernment will readily occur which would seem to have precedence in importance and timeliness: such as the preservation of existing forests and the proper control of steam and trolley lines in the interests of New England, as distinguished from exploitation by outsiders. Possibly this comment upon the conference is based on a misapprehension of its real intent; if it is designed to be limited to the six executives and a small group of others selected by them, and to give its attention chiefly to new legislation, the method and plan of this first conference may be the best possible. There would seem, however, to be an opportunity to broaden this movement and make it more popular in its constituency and control, and thus bring it into more vital touch with the commercial life of New England.

The important feature of this gathering, in our view, is its recognition of the real unity of these six commonwealths in their most important interests, and the necessity for the practical acceptance of that fact in action. Without in any way losing sight of New England's common share in the weal or woe of the entire nation, there are local interests which exist and are too valuable to be forgotten or ignored. In this day of gigantic combinations, the requirements of unity must be lifted clearly to view as against the temptations to selfish and ill-fated individualism. One of New England's most famous statesmen remarked in Revolutionary times, "If we do not hang together, we shall assuredly hang separately;" there is still truth in that thought. We need to awaken to a new self-consciousness of power through united endeavor. The New England spirit of push and thrift and ingenuity which has won such recognition and so great victories in every other part of our national domain, needs to be applied to present opportunities here, exactly as it is being applied elsewhere. We do not need to call back our sons from the scenes of their great achievements in the newer portions of our national domain. We only need to get together the sons who are still within our borders, and inspire and guide them to a like faith in our own present resources and to a wise and vigorous effort to realize on these resources. We trust that the recent conference in Boston will prove exceedingly fruitful along these lines.

The Worcester Magazine for 1909.

IN entering upon its ninth year of publication, and the second year of its enlarged form, the Worcester Magazine wishes to take its readers somewhat into its confidence as regards its aims and plans.

It is sometimes good to see ourselves as others see us; we therefore quote a portion of a letter recently received from Mr. Charles F. Garfield, president of the Chamber of Commerce, Rochester, N. Y., whose judgment of the Magazine ought to be accepted as impartial and able. He says:

> I have seen many such, but none quite so excellent. Your paper is good, your type is clear, your make-up is admirable, your advertising appeals and is distinctive; and your text is most interesting. You allude to your Magazine as a trade journal; I take it to be a municipal review. It gives me quite a new impression of your city, and I am not surprised that a board of trade publishing such a magazine should accomplish the feats I find mentioned on page 307. Belonging to a chamber of commerce without any such official organ, of course I can appreciate the value of such a magazine; but I still more appreciate it when I compare it with the many journals of similar import that are daily received at our Chamber of Commerce. If the matter contained in the issue you sent me is as correctly condensed as are your reports of the Convention of Commercial Executives at Atlantic City, your Magazine certainly shows things as they are.

The best obtainable stock, press-work and binding; the finest reproductions obtainable of photographs for illustrating the articles; a style of advertising which is in keeping with the typographical standards, and a constant endeavor to "show things as they are," both as a journal devoted to the trade interests of Worcester, and a general review of her municipal progress,—that is what we trust we have already in some measure attained.

For the coming year we propose to follow the same general policy, with such improvements and enlargements as our financial resources will allow. As regards the size of each issue, we would remind our readers that the last three numbers for the present year contain 122 pages of reading matter and illustrations, as over against 217 pages of similar matter in the first nine numbers of the year, which means an increase of nearly two-thirds in what we are giving each month. We are confidently expecting such an advance in both advertising and cash subscriptions for the coming year as will enable us to enlarge still more the reading matter of each number, and thus enable us to reach by increasing variety a constantly growing constituency.

Coming Articles.

We prefer to make no attempt at a full prospectus for twelve months in advance, as it seems wiser to hold our columns freely open at all times for what seems of greatest immediate interest; but we are glad to be able to announce a few articles already in hand or promised for the early portion of 1909, as follows:

"Public Utilities and their Uses in Grand Rapids," by Rev. E. Mix, D.D., Grand Rapids, Mich.

"How Denver's Business Men Get Together," by Mr. Sherley Moore, Denver, Col.

"Municipal Expenditures in Worcester and Among her Neighbors," by Mr. Frank E. Williamson, City Auditor.

"The Worcester County Mechanics Association," by its President, Mr. Daniel E. Denny.

"Modern City Planning," by Mr. Clellan Waldo Fisher.

"The Work of the District Nursing Society," by Miss Rosabelle Jacobus.

"The Worcester Institution for Savings," by Mr. Charles A. Chase.

"The Fight in Worcester Factories Against Tuberculosis," by Dr. M. G. Overlock.

"Savings Bank Old Age Annuities and Insurance," by Louis D. Brandeis, Esq., Boston.

"Savings Bank Life Insurance from the Depositor's Standpoint," by Mr. Alfred L. Aiken.

Regular Departments.

The present divisions of reading matter will be followed during the coming year, with some additional classification. "Editorial Comments" will discuss such current events as have a bearing upon Worcester's progress, either directly or indirectly, through the application of principles of civic betterment rather than by participation in partisan or personal debates upon controverted details. Mr. Ansley will continue his valuable monthly reports for Dun's Agency upon commercial conditions in this city and vicinity; Kinsley & Adams will report each month upon the prices of Worcester stocks, and Mr. Bartlett will describe recently issued patents. During the coming session of the State Legislature there will be carefully prepared accounts of proposed or finished legislation affecting Worcester and her interests. "The Conservation of New England's Resources" is a title that will appear as frequently as there is progress to report in the movement recently inaugurated at the conference of New England governors. It is also hoped to add "The Round Table of Commercial Executives," at which we shall greet some of the secretaries of similar commercial bodies in their discussions of practical methods of "doing things." From his "Corner" the Secretary will continue to observe and report things seen and heard. Under the department "Board of Trade" will be found information as to the monthly progress of events in committee work and meetings of the directors of the Board.

Industrial Notes

with full descriptions of interesting new methods and devices in this city of wondrously varied industries, will spare no pains to inform and interest. In this connection special attention will be given to the subject of "Welfare Work for Employees" in a series of descriptions of what Worcester's manufacturers are doing for the comfort and well-being of their help, including the latest news from month to month of the movement against tuberculosis and the free care of its victims in sanitariums.

"Civic Betterment" wherever observed will be chronicled and discussed as far as space will permit, and reports of "What Others Say of Us" and things seen "Among Our Exchanges" will occasionally appear. From January 1, 1909, to December 31 of the same year we shall hold before us steadily the motto: "Make the Next Number Better!"

The Better Business Policy for Worcester—License or No-License?

MASSACHUSETTS requires the citizens of every community to vote annually as to whether the beverage sale of intoxicating liquors shall, under certain restrictions, be licensed. There is no other commodity whose free sale could be thus left to a referendum. This fact puts upon such a traffic the burden of proof as to its public utility. It is universally admitted that the unrestricted use of liquor leads not only to excess which harms the individual, but to direct consequences which injure the community as a whole. It is not a function of the community directly to attempt a rescue of the individual from the exercise of the effects of his free choices. It is proper and imperative that the community protect itself from injury which individual action may bring upon the entire social body.

In voting upon the question, yes or no, many considerations may influence the individual citizen. In registering his choice he may think solely of selfish interest; as, for example, a desire to make money by the sale of liquor. On the other hand he may look at the matter simply from the standpoint of religious or ethical idealism. While such views may and will influence voters, it would seem that the full basis for decision is a far broader one. The question is one of communal advantage or disadvantage. One is not voting "yes" or "no" upon the question, "Shall men be encouraged to drink or be compelled to stop drinking?" A vote for no-license may or may not be an expression of abhorrence for intemperance or of desire for the absolute prohibition of the drink traffic. It should be an expression of opinion that in view of all circumstances it is or is not for the best interest of the community as a whole that open bars be removed from local limits and that those who choose to drink procure their liquor in other ways.

One element in the welfare of a community is its business prosperity. This is only one element, but it is one that demands consideration. It is practicable to separate this from other elements and discuss it by itself alone. The Worcester Board of Trade is an organization of men interested in the general business prosperity of Worcester. On many matters of individual opinion they differ widely. All are agreed in seeking to promote the best business interests of all. The question, "Is license or no-license the better business policy for this city for the year beginning with next May?" is one which is before us as a body of citizens at the coming city election; and while this Magazine has no call to advocate either side of this question to the exclusion of the other, it is proper that it should offer the business men of this city all possible light as to the wise decision of this question. Whatever the individual views of our readers, we believe that they will read with interest and profit the following discussion of this question, strictly defined and limited, and presented by two of Worcester's citizens. We believe that their views on civic questions will command attention, not only among our own citizens, but throughout our Commonwealth and in wider regions, where the experience of Worcester as the largest no-license city in the world is attracting so much attention.

License the Better Business Policy.

By Hon. James H. Mellen.

It is bad business policy in the long run to interfere with personal rights.

A wrong done to an individual, a violation of one's rights, is a wrong done to the whole community. If the rights of one may be violated with impunity, the rights of all may be. The greatest good of which a community is capable is to secure to each member thereof the full and free enjoyment of the natural rights of person and property.

HON. JAMES H. MELLEN.

All progress and happiness begin and end in personal liberty.

England's great economist and statesman, John Stuart Mill, in reply to General Neal Dow, Maine's apostle of prohibition, said:

"People have a right to drink whatever they like and as much as they like, provided they do not interfere with the rights of others, and those who drink have a right to the establishment of places, or at least to the toleration of places, where they can obtain what they wish. The State has no right to interfere with the personal habits of the people, so far as to proscribe what they eat or drink. Personal liberty should not be trenched upon under the pretence of providing for the general good."

The right to drink, which we see is fundamental and should not be denied, includes the right to buy. It is a bad and demoralizing business policy to force men to buy liquor through the lying prescription of a tricky doctor from a druggist who pays only $1 to the city to carry on the farce.

It is not good business policy to close 128 regulated saloons, and in their stead have several hundred undercover bars in "dives," kitchens, bed-rooms, and secret places. This tends to lower the character of citizens. It depraves the locality where such conditions obtain and has baneful effects on the business life of our community.

George E. Waring, Jr., the celebrated engineer, said: "Prohibition prevents the regulation of the liquor traffic and the collection of public revenue; it does not prevent the excessive and demoralizing excess of the use of liquor in secret and exultant violation of law."

We cannot enforce total abstinence any more than we can enforce religion.

Worcester's Gain by License.

Worcester has been the gainer from liquor fees for the past fifteen years by more than $2,637,860, of which one-fourth went to the State treasury. If the State did not get this amount, more than $600,000, from the license fees, the people would have had to raise it in another way.

Worcester schools got more than $419,000; its streets, more than $274,000; its sewers and fire departments,

more than $400,000; and many thousands went to police, pauper, hospital, park and other city departments.

In all these years wages and profits from the liquor traffic were distributed among the thousands of our citizens in the course of trade. Who can say that this was not a communal advantage of great moment?

Last year, we received into our tax fund for our common use from the liquor licenses $165,000 and the State got $54,000 and in addition our Water Department got $15,000 from the saloon.

The 2,000 brewery men, bartenders, bottlers, stable, yard, shop and other men directly employed by the trade under license averaged $15 a week, or, in the aggregate $5,000 a day, or, $1,500,000 for the year.

The trades and business interests of Worcester received tens of thousands of dollars from the liquor and beer men, such as the cigar and tobacco dealers, the coal dealers, the plumbers, painters, paperhangers and other craftsmen; as well as the farmer who sold eggs, chickens, cider to the trade; the dealers in glassware and cutlery, the gas and electric light companies, etc.

Worcester's Loss under No-License Rule.

Worcester loses $165,000 in the loss of license fees. The many hundreds employed in the liquor and beer business lose more than a million dollars in wages by loss of employment under "no-license."

It is estimated that there were at least 400 bartenders employed in the 128 Worcester saloons at an average wage of $15 a week. This in a year would total a loss of $312,000. In the main these men were not recompensed by other employment in Worcester.

The 500 brewery workers, men in the wholesale houses, bottlers and drivers lost $450,000 in wages; and the more than 200 other men depending on the trade lost in wages $156,000. The owners of saloons, figuring it roughly, more than $334,000 on their lack of profits and on money invested. These losses in wages and profits total more than $1,250,000.

Let us further calculate the loss in interest on money invested in saloons and in the liquor traffic and we will conclude that, if business is property, as President-elect Taft tells us it is, the liquor dealers' property rights have been ruthlessly destroyed and no compensation therefor allowed.

Who will deny that no-license helped hard times to depopulate Worcester to the extent of 4500?

Under "no-license," landlords have been forced to reduce rents in 128 saloon places or suffer the loss of rentals by idle stores; and this in addition to an increased tax levy on an enhanced valuation. The destruction of the liquor business meant the destruction in whole or in great part of rentals.

Workmen depending on the trade will find it difficult to pay their bills if they are kept out of employment much longer. Grocers, butchers, bakers and other business men must shut off their credit or be harassed by dangerous bills. Business men generally must necessarily feel the slack of trade caused by the changed conditions of their patrons.

Taxation.

We are taxed $1 a thousand more this year than last, despite the raise of $4,000,000 on the value of our property. There is no denying that many municipal needs had to be supplied this year by borrowed money. Like the city, many an individual had to go into debt because of no-license.

Society men who like a cheerful time shun Worcester as a convention city. All hotel keepers know that no-license means less earnings. Real estate has depreciated in values because of idle stores and tenements. Much needed public work is waiting because license money is wanting.

I am informed that the Board of Trade has secured figures from representative Worcester factories showing that wage payments between April and September, 1908, as compared with the same months in 1907, have decreased on an average of 24.93%. This presumably was caused by a reduction in wages and the idleness of the employees.

The largest manufacturer in New Worcester, a zealous no-license man, in a statement to the Board of Trade shows that he thinks that the real point at issue is whether the merchants of Worcester have gained by no-license.

I believe it is a much broader proposition than that.

But let us take his argument as applied to his business.

He says that there are fewer assignments of wages registered in his factory office against his employees than last year under license; that there is less Monday sickness; that there is a smaller number of hip flasks found in the shop corners after the day's work is done.

During the no-license period, he has let many of his employees go, at one time one-half of them. While he says he does not discriminate against the drinkers, it is not unreasonable to think that such a zealous man against tipplers and flask carriers would drop them first when he was laying off employees. This course would account for the changes he points out.

It is not a good business policy to abolish regulated saloons with their enormous fees, and tolerate, perforce,

"Speak-easies,"

that pay no revenue except to the courts when conviction is secured. Since the beginning of no-license last May, there have been more than 125 convictions against persons selling liquor illegally.

It is known that in one week an out-of-town agent sent into Worcester 2320 original packages, 1445 cases, 459 kegs of beer and 293 packages of liquor.

Under no-license carloads of intoxicants are sold here daily, at an increased price and poorer quality, and not one cent goes into the city treasury from the sale.

The last year of no-license in Worcester was 1892. There were only 182 fewer arrests for drunkenness than in the preceding license year, while the total number of arrests actually increased. In 1894, a license year, the arrests for drunkenness were more than in the no-license year, and in 1895, another license year, there were only fourteen more arrests for drunkenness than in 1892, the no-license year. This illustrates that the tabulation of drunk arrests for the current year is not a safe criterion and may be misleading.

In so far as no-license superinduces idleness and non-employment, in so far must it be considered as having a direct relation to the cause of crime.

Ruskin said that all evidence worth considering goes to prove that poverty and crime are both results of idleness or low-paid labor.

The most authoritative medical writers declare that where there is a want of wholesome food, lack of pure air and water and absence of home comforts and pleasure, an unyielding and inexorable law or necessity compels the person so situated to seek relief in alcoholic stimulant.

The late Bishop Potter said: "I regard a great deal of that doubtless often well-intentioned zeal which seeks to make men and women virtuous and temperate by a law of indiscriminate repression, utterly inhuman, inconsiderate and unreasonable. Our methods for dealing with the drink evil in our day and generation are tainted with falsehood, dishonored by essential unreality and discredited by widespread and consistent failure."

As I believe this great divine was right, it would be costly and unbusiness-like to vote another year of no-license.

The Peril of Prohibition.

Continued prohibition will increase insanity and crime. "Save the children," is the startling cry of the prohibitionist. Yes, we say, save them from the work that hundreds of them are now employed at: spying on the police to give warning to their parents and others that the liquor spotters are coming; save them from learning contempt for the law and its agents.

If Worcester votes again for prohibition and the regulation of the personal tastes of its citizens, and helps to make every temperate man who is not a teetotaler a criminal, it helps to destroy property, pauperize many of its citizens, driving some to suicide, and stay the progress and prosperity of the city. Prohibition has kept the God-endowed State of Maine at a stand-still. Another year or two of no-license for Worcester would lead to State prohibition, and in the opinion of the Boston Transcript that would destroy at once "business involving millions annually. It would throw out of employment at least 50,000 (100,000 more likely). It would close every first-class hotel in the State within a year. It would drive out of the State millions of capital engaged in other business than liquor. It would keep out of this market hundreds of buyers who would not come to trade where such laws are enforced."

Another year of no-license will mean harm to many merchants by loss of trade and bad debts. The liquor and beer business contributes more to the municipal and State government than any other. It supports more people directly and indirectly than any other business. The collector for charity, be he individual or Salvation Army lass, finds the saloonist and his patron the most generous givers. Depression and want of stimulus stagnate other callings because of inertness of the men of the liquor trade.

No other stimulant is offered for the cheer and social opportunities of the saloon.

The prohibitionist does not understand human nature; he magnifies a minor although conspicuous result of our abnormal social conditions and mistakes it for the cause. The one argument of the anti-saloon crusader is that it causes drunkenness and makes drunkards. The saloon does not produce him any more than the drug store produces the cocaine fiend.

Intemperance is a physical ailment. Alcoholism should be treated as a disease, instead of a crime, by proper moral, physical and mental training.

Read the words of wisdom from the man who never misled the people, Abraham Lincoln: "Prohibition will work great injury to the cause of temperance. It is a species of intemperance, for it goes beyond the bounds of reason in that it attempts to control a man's appetite by legislation and in making crimes out of things that are not crimes. A prohibition law strikes a blow at every principle on which our government was founded."

No-License the Better Business Policy.

By Mr. O. W. Norcross.

THE question which is the better business policy for the city of Worcester for the coming year, license or no-license, brings us face to face with the question: What is the business of the city? The business of the city is not the business of the individual of the city. The city is the father of all its people. We say "Our City Fathers." The better business policy for this city is the policy that a good father exercises towards his family. No good father would provide an easy opportunity for his children to form a bad habit, such as the drinking of intoxicating liquors, or an easy opportunity for the weak ones to get intoxicated. The better business policy for the city for the coming year is to protect its children from harm.

Since the local option law went into effect the voters of Worcester have been divided on the questions of license and no-license. During these twenty-five years there has been a large minority of the voters in favor of no-license.

The no-license vote is an unselfish vote. It votes for a better city. The license vote, or at least a large part of it, is a selfish vote. Based on the number of licenses there are probably at least a thousand votes for license directly influenced by the personal interest of the voters. In all deliberative bodies this interest would prevent this vote from being counted.

In the last twenty-seven years the city has voted for no-license four times. No possible benefit can be claimed for the prevalence of license, except the doubtful benefit of the money paid to the city for licenses. The benefit which can be obtained from the prevalence of no-license cannot be realized by one year's trial. There should be a trial of several years in which to realize the results of no-license, beneficial or otherwise. Therefore, if there was no other reason for no-license for another year, there is the reason that after a quarter of a century of license, with nearly half the voters favoring no-license, the prevalence of no-license is entitled to a fair trial. The better business policy for another year would be to give it such a trial.

The better business policy is the policy that will result in the highest efficiency and capacity, and produce the greatest remuneration to all engaged in gainful occupations, and this includes all persons who gain through their own individual efforts. Any habit or act of any person that injures that person's efficiency is an injury to that person, an injury to that person's business, and to the business interests of the community. In a city wherein there are thousands of busy workers, even one day lost by one worker works injury. Through indulgence in drink there are many days lost, with its consequent loss in wages, and loss to the valuations to which that day's production would have added. Every person in Worcester who applies his time, energy and efforts to business is an asset of the city. If he is, through questionable habits, able so to apply himself only for something more than one-half his time, he is still an asset, but a considerable sum must be charged against him for depreciation, and whatever depreciation is charged to one is a resultant loss to the city's business interests. I will not undertake to say how many, but there are many who, by reason of the drink habit, become utterly unfit for business, or work of any kind.

and these unfortunates are liabilities of the city, debts to which no collections can be credited.

I do not agree with many who believe that it is good business policy to grant liquor licenses because of the claim that the license fees permit a lower rate of taxation. It is merely a makeshift, a questionable expediency: it is submission to an acknowledged evil in preference to facing a temporary inconvenience, pending an adjustment and development that will bring about a great and permanent increase in tax-producing property.

The best business policy demands that the people of a city shall be well and nutritiously fed, well and comfortably clothed, and well housed. More food and more clothing will mean increased business for the merchants. The demand for better homes, and the comforts and conveniences of better homes, will result in the construction of more and better houses, and the possession of better and more valuable personal property, and these additions to the city's financial strength will contribute their shares to meet the city's obligations. The permanent adoption of the no-license principle would in comparatively few years so add to the city's taxable wealth that there would prevail a tax rate lower than any that could be expected under license. This would be brought about at the expense of the liquor business, but the reason it is not brought about is because of the expense of the liquor business. No more money than there is can be spent, but even if all is spent I believe it better business policy to have it spent for those things that fit a man to meet and face the responsibilities of life instead of those things that impair his fitness, even in the slightest degree.

No accurate estimate of the amount of money spent in the saloons can be arrived at. Estimates that have been made vary from $1,200,000 to $1,548,000, but in order to be within bounds I will assume that there is $1,000,000 spent for drink of various kinds in the city of Worcester in a license year over and above what there would be spent if there were no saloons. I believe this is a very conservative estimate. One million dollars would buy:

INTOXICATING DRINKS, **$1,000,000**

Real Estate.	
200 cottage houses and one-half acre of land.	$400,000
Groceries and Provisions.	
5,000 barrels of flour.	30,000
200,000 pounds of sugar.	12,000
20,000 pounds of coffee.	6,000
10,000 pounds of tea.	6,000
200,000 pounds of corned beef.	20,000
10,000 bushels of potatoes.	7,500
1,500 barrels of apples.	3,000
10,000 bushels of beans.	3,000
10,000 gallons of molasses.	6,000
20,000 pounds of rice.	2,000
100,000 quarts of milk.	8,000
50,000 pounds of grapes.	5,000
Clothing.	
2,000 men's suits.	30,000
2,000 women's suits.	40,000
2,000 boys' suits.	28,000
2,000 misses' suits.	28,000
2,000 women's hats.	12,000
2,000 misses' hats.	10,000
2,000 men's hats.	6,000
2,000 boys' hats.	3,000
1,000 pairs of shoes.	3,000
10,000 shirtwaists.	9,800
4,000 pairs of gloves.	5,000
10,000 pairs of rubber shoes.	7,500
2,000 women's underwear.	6,000
2,000 men's underwear.	2,000
1,000 overcoats.	16,000
10,000 pairs men's gloves.	10,000
10,000 lace collars.	10,000
10,000 white shirts.	15,000
10,000 amusement tickets.	5,000
$5,568,000 worth of life insurance for one year.	139,200
2,000 tenements, rent.	30,000
10,000 tons of coal.	70,000
1,000 cords of wood.	6,000
	$1,000,000

MR. O. W. NORCROSS.

All of these things can be bought for the cost of two-thirds of one year's liquor bill in a license year. The better business policy for the city of Worcester is to allow this $1,000,000 to be spent for the things mentioned above instead of its being spent for drink.

A powerful argument for no-license, from the viewpoint of better business policy, is the almost unanimous opinion of manufacturers and employers, that no-license is to be preferred to license. Manufacturers and employers, with rare exceptions, favor no-license. They report that under no-license their employees are steadier and more industrious; men are not so often absent from their work. The result of this is a better filled envelope for the workmen. It results also in a prompter completion and filling of orders. It is not only exasperating, but it is expensive, and an injury to business policy, to have a rush order held up in a factory, or any work delayed, because the men who have been assigned to get it out are on a whiskey jubilee.

A manufacturer reports that during the no-license year thus far there have been collected from the corners, etc., of the factory, hardly a dozen pocket flasks, whereas in license years there have been collected as many in a week as have been collected in the whole of this year. This argues against the claim of the license advocates that there is as much liquor consumed, and especially is the trade in bottled liquor increased, in a no-license year.

If Worcester could assure the managers of new business enterprises, who are looking for a favorable place in which to locate, that the city has adopted for its future policy the no-license principle, it would be a powerful factor in influencing new enterprises to locate in Worcester. The prospective employer who could be sure that his employees would not be subjected to the influence of the saloon would never stop to question whether the tax rate was $14 or $18. The difference between a high rate of taxation and a low rate, within reasonable limits, would be more than made up in the advantage of a smooth-running and harmoniously-working force of employees, who were at their work doing their best for themselves and the city's business interests, thereby doing away with an expense and annoyance sure to result from a force frequently disorganized because of the absence of employees.

There have been thousands and thousands of experiments made on the lines of exacting and unbiased scientific principles, and the conclusion in every case has been the same, and the conclusion in every case has been that alcohol is not in any way a benefit to the human system. It is an injury. The theory that sailors, seamen, and men engaged in hard and laborious work require grog and liquor to brace them up for their hard work and exposure, has been so many times exploded that there is nothing left of it but a memory. Every experiment—and thousands of experiments have been made—has shown that there is a heavy reaction that reduces the efficiency of the drinkers very materially below the average of the efficiency of the worker who does not resort to alcohol.

The better business policy is to do all that can be done to lessen the use of alcohol.

Even on the assumption that the money left in the saloons by drinkers represents a sum that the spenders could afford, we could not expect that anything more than the profits of the business would be available for permanent property investment. On the other hand, without the saloon, on the same assumption, the total of the sum that would be otherwise spent for liquor would be available for permanent property investment.

The better business policy is to turn the $1,000,000 that would otherwise go for drink into better and more productive uses.

From the most exhaustive and reliable information that can be obtained, it is reported that there was a falling off of 24.94% in the wages paid in Worcester for six months beginning May 1 last, as compared with the same months in 1907. From a canvass made of thirty grocery and meat stores in various parts of the city, it is ascertained that while in some of them the trade was less, in others it was more. Actual figures show 8⅜% gain and 8¾% loss, so that as far as those thirty stores went, the gain and loss was a balance. This shows that in spite of the great loss in wages paid, the expenditure for necessities was the same as far as those thirty stores went. We know, of course, that throughout the city there must have been about $90,000 per month less paid out for drink.

From the above it can be safely reasoned that had license prevailed in Worcester throughout the past year, with the sum paid in wages decreased by 24%, there would have been a corresponding decrease in the purchase of necessities. The fact that the purchase of necessities in a year of business depression, under no-license, equals the purchase of necessities in a license year, shows a strong point in favor of no-license as the better business policy.

The saloon in a city causes a decrease in the average annual earning of the city's workmen. A close investigation reveals the following:

Average annual earnings in a no-license city,	$542.75
Average annual earnings in a license city,	468.66
Difference in favor of no-license,	74.09

Allowing 30,000 wage-earners in Worcester, this would mean a difference of $2,222,700.

The better business policy for the city this year, and every year, is to furnish such an environment as will increase the average earnings of its people.

An investigation and comparison of the two cities of Taunton and Brockton, not twenty miles apart, whose population in 1886 was almost exactly the same, Taunton being license and Brockton no-license, show as follows:

It cost Taunton $4,149 per year more for police expense than Brockton.

There are nearly twice as many people arrested every year for drunkenness in Taunton as in Brockton.

There is 67½% more drunkenness in Taunton with license than in Brockton with no-license.

License Taunton has spent $94,000 more in seventeen years for its poor department than has Brockton, although the population of Brockton exceeds the population of Taunton by 17,000.

Does not the above comparative condition prove that no-license is the better business policy for next year, and all years?

Below is a table showing the number of prisoners in Summer Street jail for the first five months of the no-license year of 1908 and the license year of 1907:

	1908. No-license	1907. License
May 1,	258	258
June 1,	191	227
July 1,	177	248
August 1,	181	261
September 1,	162	208

The record of arrests for drunkenness in Worcester is a refutation of the license supporters' claim that liquor drinking is not reduced by the closing of the saloons:

194 days of license, 1907,	2,320 arrests
194 days of no-license, 1908,	915 arrests

The problem of good government for the cities is the problem of the age. It is a fact that the saloon and its surroundings are the most potent factors for bad government existing in the world. In cities it is the principal support for bad government. When Tweed and his associates planned the wholesale robbery of New York, for which, after many years, they were imprisoned, as a starter or foundation they placed a saloon on each of the four corners of every square where they could possibly do it, making a sure foundation for their crime. A better policy for this year and every year is to remove and destroy this saloon-foundation for crime and bad government.

Mr. Mellen's Rejoinder.

My opponent mistakenly places all Worcester sovereigns in the category of children, except "Our City Fathers," and confusedly makes the city the "father of all the people," and wrongfully tells us that the business of the city is not the business of the individual.

If we are all children, as he avers, let us beseech the "fathers" to keep our taxes down to the normal rate, and give us work, that we may not suffer from hunger and cold.

It is said that the license vote is a selfish one and that the no-license vote is an unselfish one! Has any one among the no-license men started a movement to establish a substitute for the saloon? Have any of the no-license manufacturers offered to subscribe for rooms with music, light, and good cheer for the tenement-home denizens whom they drove from the saloons—their club-rooms?

Is not their principal reason for wanting the saloons removed from the community the same that causes them to build their residences remote from contact with the tenements of the poor—to be relieved of the presence of an object distasteful to their prejudiced eyes?

My opponent says a million dollars is annually spent by Worcester citizens for liquor. Aye and more. How much is spent for milk, coffee, tea, cocoa, lemonade, soda and other beverages by old boys and old girls and young ones as well?

Were we to prohibit the sale of these commodities in our stores, what an immense saving there would be!

Let us calculate. At an average of five drinks of these beverages a day at the cost of one cent per, the sum expended in a year would be for our entire people $2,555,000!

Why should not our people drink water and save this colossal sum? Why not be wise enough to take nature's drink, spring water, or "Father's" reservoir?

It is said that during six months of no-license there was a falling off in wages paid by several large manufacturers of 24.93% in wages and that 30 meat and grocery stores taken together show that their receipts were the same under no-license as under license. From this it is argued that had license prevailed during the past six months of no-license, Worcester, with the sum paid in wages decreased 24.93%, would have had a corresponding decrease in the purchase of foodstuffs.

When hard times come it is the luxuries that are not bought. People must eat as much for sustenance in hard times under no-license as in hard times under license or in good times in license. The fact that the receipts of these merchants for foodstuffs were the same is due to the fact that the people in these hard times under no-license drew from the bank some of their earnings laid away under the good times during the license period.

When wages were cut 24.93% he says that it did not affect the purchase of foodstuffs because the people, instead of putting money in liquor, put it into food. Evidently he assumes that the first thought of people that use stimulating beverages is to buy liquor and that after that is done, they buy food. That is a slander on the moral deportment of our people, thousands of whom are moderate drinkers. Common sense refutes the charge.

As to the illustration about the generosity of license Taunton towards its poor as compared with no-license Brockton. The answer is that it has many more people on the verge, because of its unorganized, low-paid labor (cotton) as contrasted with organized, high-paid labor (shoes) in Brockton. Hence it has to expend more in charity.

Worcester, usually license, is not over generous in expenditures through its poor department. Probably this no-license year it spent a trifle more than it did last.

There are fewer arrests for drunkenness this year than last, but the record would be about the same if Worcester men getting drunk in Westboro, Clinton and other licensed towns, coming home and making a nuisance on the last return cars at night, were arrested. Perhaps if the police of the liquor squad were directed by the chief to pick up the drunks that they meet every day on certain streets, the number would be increased.

Investigation shows that the average per capita indebtedness in prohibition towns in 1906 exceeded by 16½% that of license towns. In 1906 the average tax rate on the $100 valuation was:—

In 343 prohibition towns	$2.54
In 846 license towns	$1.58

The tax rate was 61% higher in prohibition towns than license towns. These towns were located in 41 states and then prohibition towns and licensed towns were neighbors with general or local conditions favoring neither. The difference was due to their respective policies on the license question.

From this investigation it appears that taxes and public debt increase under prohibition, while public improvements deteriorate. The communities adopting prohibition like Worcester have raised a portion of the lost revenue by increased taxes and met remaining deficiencies by reduced expenses or excessive borrowing.

Mr. Norcross' whole theory is "make money and save money." Thereby he tests the worth of our community. The true test of human worth is character, not in a cultivated mind, or in beauty of body, or in things material, as money and property.

Prohibition induces people to keep whiskey in the

house and drink it regularly, who would perhaps drink it infrequently in high license saloons. Prohibition is built on a theory contrary to human nature, for as Jefferson, who knew human nature, said, "Tell a man that he shall not do a thing or have a thing, and that thing becomes the very one he wishes to do or have."

Stimulants will co-exist with the planet. Intemperance will continue until the judgment day. The cosy, snug, well-lighted, well-heated saloon or tavern is tempting to the man with a cheerless home or home without attractions and in location and atmosphere poisonous.

The American Principle believes in the broadest personal liberty of the individual, in so far as that liberty is in keeping with law and order and good government. There should be temperance not only in the use of liquors but temperance in all things, including the advocacy of measures under the name of reform.

Mr. Norcross' Rejoinder.

"Personal liberty" has been the cry of the predatory element of a community ever since men congregated together for individual protection and community improvement. The word "liberty" has been more misused than any other word in the language. On our County Court House are inscribed the words: "Obedience to Law is Liberty." It has been necessary since communities were first formed for the people to submit to certain laws, and the conduct of the people must necessarily be restricted by these laws. Law is divided into four classes, but of these we need consider but three:

A man lives and breathes in accordance with Natural Law. If he turns a poison into his system he violates that natural law to which he must submit, if he would escape punishment and suffering. Under this law a man has no right to get drunk, and as getting drunk is caused by drinking he has no right to drink.

Under the Moral Law no man has a right to get drunk, because by getting drunk he is liable to violate all other classes of law, and be a burden and grief to those whom it is his moral duty to protect. The cause of drunkenness is drinking, therefore he has no right to drink.

Under Municipal Law no man has a right to get drunk, because if he gets drunk he is liable to lie across the sidewalk, or take up the whole of it in walking. As the cause of getting drunk is drinking, he has no right to drink.

My opponent quotes John Stuart Mill and Ruskin, as against Neal Dow. Neither Mill nor Ruskin was acquainted with the American saloon, whereas Neal Dow was, but against them we will put the words recently spoken by John Burns, labor leader, political economist, and now a member of the British Ministry. Looking back over his many years of experience and observation, Mr. Burns says to the men of Great Britain: "You are each spending seven shillings a week for drink. It is ruining you and ruining the country."

Bishop Potter's opinion on the rum question was modified after his experience with the "moral" rum-shop. The "moral" rum-shop failed because you cannot compromise with the intoxicating drink question any more than you can compromise with a skunk or a rotten egg.

There would never be speak-easies were it not for the saloon. They are the aftermath of the saloon. I believe that the number of speak-easies alleged to exist in Worcester is greatly exaggerated. If the statement that there are 1500 places in Worcester in which liquor is illegally sold is true, and the statement has several times appeared in the press, it means that of the adult population of the city one person in every seventy-three is selling liquor illegally, and that from one of every seventeen families it can be procured. The statement is preposterous.

The peril of prohibition: I have lived nearly seventy years. I have been with and associated with all conditions of men and I have yet to see that prohibition put by a man upon himself has caused harm. I will agree that intemperance is a physical ailment and that alcoholism is a disease, and it is always contracted in saloons and places in which alcohol is dispensed.

My opponent speaks of the "God-endowed state of Maine." It is surely a state which has been God-endowed with a prohibitory law, I think, for about sixty years. Under this law Maine has continued to prosper in spite of its cold climate and not over-productive soil. It had the honor to furnish more soldiers for the Civil War, in proportion to its population, than any other State.

In behalf of the saloon Mr. Mellen argues that the suppression of the liquor traffic would destroy the value of capital invested in it, and deprive the workers in it of employment. The suppression of this traffic would not destroy the value of this capital,—it would divert it to other profitable enterprises. Increased demand for the things that ought to be would bring about an increase in the production of them. There would be plenty of opportunity to re-invest profitably the capital, and there would be employment for the workers. The invention of the sewing machine brought terror and consternation to the seamstresses, yet it actually improved their opportunities and condition.

Would any sane man argue against the extermination of consumption because it would render useless millions of dollars' worth of hospitals, and reduce the employment of doctors?

Mr. Mellen says that no substitute is offered for the cheer and social opportunities of the saloon. I am willing to suggest a substitute. I will suggest that the drunkards give up drinking and acquire the cheer that comes from respectable and self-respecting conduct. Let them become honest members of honest society, and cultivate those characteristics that, instead of making men degraded and vicious, make them self-reliant, self-supporting, self-respecting, and thereby command the respect of their fellow men. If they will follow that course, instead of the course that leads to the gutter, the prisons, the insane asylums, there will be no lack of wholesome, healthy cheerfulness.

Loss and gain: As an estimate I will say there are about 15,000 dwellings in Worcester. If I could have the money that has been spent in the last fifteen years in Worcester for drink, I would guarantee within ten years to put 15,000 more houses in Worcester and vicinity, each a comfortable dwelling, with one-half acre of land attached, that would bring in an income of $1,500,000 a year, and would cheerfully pay a tax of $200,000 a year.

It is estimated that throughout the country business fell off at least 40%, and in some places manufactures entirely stopped. In Worcester business fell off about 24%. Worcester has a large cosmopolitan and floating population, a large part of which naturally left town when business slackened, which will better account for the decrease of 4500 in the population than the absence of the saloon.

Worcester Continentals.

1876-1908.

A Partial History.

By the Adjutant, Herbert L. Adams.

UNLIKE some other military organizations which, in the style of their uniforms or in other respects, typify an early period in the country's history, the Worcester Continentals cannot lay claim to a very ancient origin. The command saw birth, however, at a time when the entire country was teeming with patriotism and preparations were being made on an unparalleled scale properly and enthusiastically to observe the Centennial of American Independence.

The idea of such an organization as the Continentals originated with the late Willard F. Pond, one of Worcester's oldest and highly respected citizens, noted for his patriotic spirit, and who, up to the time of his death on August 17, 1908, evinced an active interest in the affairs of the corps and participated in nearly all of its functions.

At the time of the formation, April 10, 1876, it was not proposed to effect a permanent organization, the plan being to organize a company to be uniformed in the style of Revolutionary times and be a feature in the parade of July 4th. The success attending this parade, however, and the interest created were such that those who originally joined in the plan for the day's celebration, with other interested citizens, formed a permanent organization, applied for a charter and were granted this by the State of Massachusetts, March 21, 1879, thereby becoming a permanent part of the city's military life.

The Continentals made their first public appearance on July 4, 1876, having the honorable position of right of line of the second division in the memorable parade of that day. On this occasion the corps turned out 106 men, fully uniformed and equipped, under command of Lieut.-col. W. S. B. Hopkins; and by their showy uniforms and soldierly bearing attracted much attention and received well-merited praise from the papers and citizens generally.

Starting with a roster which represented practically the entire business and professional life of the city, its membership rolls have borne from time to time the names of those most prominent and respected in the community, many of those who enlisted in the early days being still identified with the corps, either as active or honorary members.

Lieut.-col. George H. Harlow, commander from 1905-1907, has the distinction of being the only active charter member of the corps who has served continuously since its organization.

Annual parades have been held, either at home or in other places visited by the corps, and whether as hosts to visitors from abroad or as guests of other military bodies, the Worcester Continentals have borne themselves in a manner to reflect credit upon themselves and the city of Worcester.

During the thirty-two years of its existence this corps has done much to keep alive the spirit of patriotism for which Worcester has always been noted. It has been an object lesson to the young, awakened an increased interest and respect on the part of the old, and kept alive the memories of the stirring times which it so appropriately represents.

It has been the custom of the corps fittingly to observe such days as Washington's Birthday, February 22; Patriots' Day, April 19; Bunker Hill Day, June 17th, and Independence Day, July 4th, by parades and keeping open house, and on more than one occasion such observances have been participated in by high public officials and the citizens generally. At such times the hospitality of the corps has been unbounded in its treatment of its honorary members and others who have honored it by their presence.

WILLARD F. POND.
"Father of the Continentals."
Died August 17, 1908.
A charter member.

The corps has visited many prominent cities and has been the recipient of distinguished honors and courtesies at the hands of leading military organizations. On many occasions it has been honored by having as its guests noted military organizations and many men prominent in the affairs of state and nation.

Among the organizations with which the Continentals have from time to time exchanged courtesies are those mentioned in the following list:—

Providence, R. I.: 1880, 1888, First Light Infantry Regiment; 1876, 1884, 1886, First Light Infantry Regiment Veteran Association; 1883, 1889, 1900, United Train of Artillery.

Newport, R. I.: 1876, 1880, Newport Veteran Artillery Association.

Hartford, Conn.: 1882, 1884, 1889, 1905, Governor's Foot Guard; 1882, 1884, 1889, 1893, 1894, 1895, 1902, 1904, 1908, Putnam Phalanx.

New York City: 1878, 1879, 1891, Old Guard of the City of New York.

Albany, N. Y.: 1877, 1885, 1887, Albany Burgesses Corps.

Saratoga, N. Y.: 1878, 1881, 1882, 1887, Saratoga Citizens' Corps, 22d Separate Company, N. G. S. N. Y.

Philadelphia, Pa.: 1890, State Fencibles, 3d Regiment 1st Brigade, N. G. Penn.

New Orleans, La.: 1880, Continental Guards.

Manchester, N. H.: 1885, 1892, 1893, 1894, 1895, Amoskeag Veterans.

Kansas City, Mo.: 1894, Kansas City Veterans, G. A. R.

Boston, Mass.: 1876, 1881, Ancient and Honorable Artillery Co.; 1882, Boston Tigers, "K" Co., 1st Regiment, M. V. M.; 1893, Boston Light Infantry Veteran Association; 1893, National Lancers; 1894, Boston Fusileer Veteran Association.

Salem, Mass.: 1883, Salem Cadets.

Newburyport, Mass.: 1892, Newburyport Veteran Artillery Association.

Montreal, P. Q.: 1900, Highland Cadets.

Quebec: 1900, Col. Wilson and Troops at Citadel.

This list shows that the Worcester Continentals have a wide acquaintance and friendship with other organizations both in and outside the State, and it is a matter of great pride to the members of the corps, as it is an honor to the city, that it has been the recipient of so many signal courtesies and has had the privilege of returning in part on the occasions when these commands have visited Worcester.

Such exchange of courtesies cannot but help cement the bond of friendship which should exist between all municipalities; and Worcester is to be congratulated that it has a body of men like the Continentals, who can in a dignified manner represent her on occasions when a display of old-time militarism is appropriate.

Since 1901 the Continentals have taken a number of trips to distant places, and have entertained on a number of occasions at home, the most notable of which, and which on many accounts was the most memorable ever taken by the command, was that of October 18, 19 and 20, 1907, to historic Concord and Lexington, in company with the First and Second Companies, Governor's Foot Guard of Connecticut, the Putnam Phalanx of Hartford, and the Amoskeag Veterans of Manchester, N. H. This was a remarkable trip of five organizations, all representing Revolutionary times, to the places made sacred by the deeds of those whom, in dress and spirit,

SERGT.-MAJOR HENRY A. LESLIE.
Now 1st Lieut. Co. A.
An active member since 1886.

these present-day organizations endeavor to typify. All told, there were upwards of 250 men who took part in this trip, and accompanied by the governors of three states, the parades and incidents of the day in Concord and Lexington were such as will never be forgotten by those who took part. After returning from Concord there was a parade in Boston, followed by a grand review on the Common before Governors Curtis Guild, Jr., of Massachusetts, John McLane of New Hampshire and Henry Roberts of Connecticut. This was followed by a banquet at the Brunswick Hotel.

An earlier trip to Hartford, in 1902, under command of Lieut.-col. Rufus B. Dodge, when they were received and royally entertained by the Putnam Phalanx, will long be remembered and cherished by the Continentals.

REV. WILLARD SCOTT, D.D.,
Chaplain.

WORCESTER CONTINENTALS—PAST COMMANDERS, 1876-1907.

Lt.-Col. Aaron S. Taft, 1891-1893.

Lt.-Col. E. J. Russell, 1886.

Lt.-Col. R. B. Dodge, 1901-1905.

Lt.-Col. H. E. Smith, 1886-1889.

Lt.-Col. Wm. S. B. Hopkins,
First Commander, 1876-1886.
Re-elected Commander, 1889-1891.

Lt.-Col. Wm. A. Gile, 1891-1899.

Lt.-Col. Nathan Taylor, 1893-1894.

Lt.-Col. P. L. Rider, 1899-1901.

Lt.-Col. Geo. H. Harlow, 1905-1907.

WORCESTER CONTINENTALS—PRESENT COMMANDER AND STAFF OFFICERS.

LIEUT. J. W. KNIBBS, Quartermaster.
LIEUT. W. W. SARGENT, Commissary.
LIEUT. J. P. KILGORE, Clerk.

MAJOR CHAS. S. HOLDEN.
LT.-COL. WM. A. LYTLE, Commander.
LIEUT. HERBERT L. ADAMS, Adjutant.

MAJOR FREDERICK BRYANT, Surgeon.
CAPT. WM. C. MELLISH, Judge Advocate.
LIEUT. GEO. J. MCCLURE, Treasurer.

The Continentals were highly honored in April, 1904, by having as guest General Nelson A. Miles, then in command of the United States Army.

Again, on April 19th, 1905, they received and entertained Rear-admiral Lamberton of the Navy, and on April 19th, 1906, Rear-admiral Coghlan, U. S. Navy. On this latter occasion the corps had also as guests, His Excellency Gov. Curtis Guild and Hon. William Wyndham, British Consul at Boston, Mass.

HON. CHAS. G. WASHBURN, M. C., Third Mass. Dist.

One of the successful and one of the most enjoyable trips taken by the Continentals was that of September, 1907, when, under command, they visited and were guests of the Maine Coast Club at Petit Manan Point, Me., and were most hospitably entertained there for three days.

The corps took a short trip to Portland in August of this year, spending but one day away from home, and had a very enjoyable and successful trip.

In addition to trips to most of the places mentioned, the Continentals have made other visits, going to Long Branch in August, 1879, and have done escort duty on several occasions of importance, principally among these being on occasions of the visits to Worcester of President Rutherford B. Hayes in August, 1877; Gov. Alexander H. Rice in September, 1878; Gen. William T. Sherman in September, 1881. They have also participated in about all of the important public parades, among these being the Bi-Centennial parade of 1884, as escort to the Chief Marshal, Gen. Josiah Pickett, and the military and civic parade of July 4, 1894, as escort to Chief Marshal Maj. Edward T. Raymond. The Continentals were also signally honored in 1907 by being invited by Gen. Nelson A. Miles to act as his personal escort in the big parade in Boston, during Old Home Week, in that city.

The Continentals have on several occasions held joint excursions and parades with other organizations, such as Ancient and Honorable Artillery Company of Boston; Putnam Phalanx, Hartford, Ct.; the Governor's Foot Guard of the same place; Amoskeag Veterans, Manchester, N. H., all of these commands having been entertained by the Continentals in Worcester and between whose members and those of the Continentals the most cordial friendships exist. At the annual parades and balls of the several organizations mentioned, the Continentals are always represented, and only very recently the commander, Lieut.-col. W. A. Lytle, and his entire staff were the special guests of the Putnam Phalanx of Hartford, Ct., on occasion of its 50th anniversary, parading upon the staff of commanding Major James B. Allen, in the great parade in connection with the ceremonies of dedication of the new three-million-dollar bridge, and attending the colonial ball in the evening.

HON. JAMES LOGAN, Mayor.

And so it is that year by year the Continentals continue to flourish as a high-toned independent military organization, constantly adding to its ranks, and losing by death or old age those who have since its infancy been earnest and active in its support.

The corps has recently been going through a reorganization, and recruiting during the past year has been very active. Many of the men who have recently enlisted are ex-members or officers in the regular militia of the State, and these with other old members who have likewise seen service in the active militia give it an *esprit de corps* quite up to the standard from a military standpoint to that of any other independent military organization.

The question of what the corps shall participate in during the coming year is at this early period being agitated, and among the important events being considered are a trip to Washington, to participate in the great inaugural parade of March 4th, 1909, in which there is very great interest shown and which is at this time quite sure to be taken. There is also some talk concerning a trip to far-distant Seattle, Wash., to attend the exposition to be held there in August, 1909.

WORCESTER CONTINENTAL DRUM CORPS.
C. C. DUNTON, Drum Major.

Either one or both of these trips are such as would redound immensely to the credit of the corps and to the city of Worcester, and it is believed that the citizens generally, the business men especially, will not let such plans fall through for lack of the moral and material support which all such undertakings must receive to be a success.

The present commander of the corps is Lieut.-col. William A. Lytle, one of Worcester's leading business men, a gentleman who has been identified with the city's business political and social life for the past forty years. Colonel Lytle has been President of the Board of Trade; he served upon the Board of Aldermen for three years and has been a member of the Governor's Council two years, under Governors William L. Douglas and Curtis Guild, Jr. He has been active in Masonic affairs, President of the Masonic Association, and a member of the leading clubs and associations, and is eminently fitted to command such an organization as the Continentals and help to maintain the command upon the high plane it should occupy.

The present roster of the Continentals is here given:

FIELD AND STAFF.

Lieutenant-colonel, William A. Lytle,
Major, Charles S. Holden.
1st Lieutenant and Adjutant, Herbert L. Adams,
1st Lieutenant and Quartermaster, John W. Knibbs,
1st Lieutenant and Commissary, William W. Sargent,
Surgeon, Major Frederick Bryant, M. D.,
Judge Advocate, Captain William C. Mellish,
1st Lieutenant and Clerk, J. Perley Kilgore,
1st Lieutenant and Treasurer, George J. McClure,
Sergeant Major (vacant).
Quartermaster Sergeant, Clarence E. Butler,
Commissary Sergeant, Arthur A. Brigham,
Hospital Steward, Harris M. Crandall,
Color Sergeant, U. S. Colors, Leroy J. Richner,
Color Sergeant, State Colors, Albert F. Richardson.

HONORARY STAFF.

Lt.-col. Geo. H. Harlow. Lieut. George H. Coates.
Lt.-col. Rufus B. Dodge. Lieut. Chas. S. Longley.
Maj. Perley P. Comey, M.D.

COMPANY A.

Capt. W. E. C. Fairbanks, Lieut. Henry A. Leslie.

COMPANY B.

Capt. Warren E. Tarbell, Lieut. Joseph O'Keefe.

COMPANY C.

Capt. Harry L. Hastings, Lt. Alfred M. Van Dusen.

COMPANY D.

Capt. Frank D. Freeman, Lieut. Arthur I. Hunting.

ACTIVE MEMBERS.

Corrected Dec. 1, 1908.

Anderson, Lieut. Jos. S.
Adams, Adj. Herbert L.
Allen, Frank L.
Barnes, Fred W.
Barnes, Serg't Samuel F.
Baehrach, Louis F.
Beane, Frank Alvah
Berger, Arthur A.
Blanchard, Henry F.
Brigham, Arthur A.
Buttrick, Hon. Allan G.
Belisle, Alex.
Blitz, Rollin G.
Baldwin, Frank H.
Butler, Qt.-ser. Clarence E.
Bryant, Maj. Frederick
Buckley, Louis H.
Campbell, Colin S.
Chase, W. H.
Cheney, Capt. Wilfred L.
Cilley, Daniel P., M.D.
Coates, Lieut. Geo. H.
Coghlin, John P.
Comey, Major Perley P.
Conway, John A.
Carlton, Herbert E.
Clark, Fred M., Jr.
Crandall, Harris M.
Coes, Frank L.
Dean, Henry E.
Dodge, Lt.-col. Rufus B.
Dodge, Edwin E.
England, Oscar R.
Fairbanks, Capt. W. E. C.
Foskett, George M., M.D.
Freeman, Capt. Frank D.
Goodale, Warren
Gross, Capt. Moses
Goddard Harry W.
Halcott, George C.
Hanson, Charles F.
Hanson, Thure
Harlow, Lt.-col. Geo. H.
Hastings, Capt. Harry L.
Hobbs, Howard K.
Hobbs, Clarence W. Jr.
Holden, Major Chas. S.
Hovey, Henry A.
Hunting, Lieut. Arthur I.
Hurley, T. J.
Jefts, Elmer F.
Jeppson, George N.
Katz, Maurice L.
Kelley, John B.
Kilgore, John M.
Knight, Herbert R.
Kane, Jere R.
Kilgore, Lieut. J. Perley
Klebart, Wm. C.
Knibbs, Lieut. John W.
Lancaster, Alston H., M.D.
Lewis, Winthrop L.
Leslie, Lieut. Henry A.
Longley, Lieut. Chas. S.
Lucier, Louis A.
Lytle, Lieut.-col. Wm. A.
Littlefield, Henry F.
Lowe, Harry E.
Lovell, Burton M.
Mason, C. E.
Matthews, Edgar F.
Maynard, George S.
Mellish, Capt. Wm. C.
McClure, Lieut. Geo. J.
Mills, Taylor L.
McRae, George A.
Morway, Joseph V.
Noyes, Curtis D.
O'Keefe, Lieut. Joseph
Overlock, Melvin G., M.D.
Pierce, E. S.
Pulsifer, Harry B.
Putnam, Edward J.
Quinn, Lieut. John B.
Rice, Henry F.
Rice, Capt. George M.
Richner, Leroy, Sergt.,
Richardson, Sgt. Albert F.
Sargent, Lieut. W. W.
Scott, Rev. Willard, D.D.

WORCESTER CONTINENTALS—COMPANY COMMANDERS.

COMPANY A—CAPT. WM. E. C. FAIRBANKS.
COMPANY B—CAPT. W. E. TARBELL. COMPANY C—CAPT. H. L. HASTINGS.
COMPANY D—CAPT. F. D. FREEMAN.

Scott, David A.
Smith, E. Walter
Sears, John A.
Shaw, Henry E.
Shaw, Lieut. Thomas B.
Simmons, Edwin H.
Springer, Frank A.
Smith, Ira P.
Tarbell, Capt. Warren E
Thompson, J. Edmund
Trowbridge, Capt. Edw. H.
Van Dusen, Lt. Alfred M.
Vars, George H.
Wall, James H.
Walls, Cornelius W.
Ward, Frank J.
Watson, Walter C.
White, Zaccheus W.
Wood, Oliver B.
Whitaker, C. W., M.D.
Woods, William J.
Wright, George M.

HONORARY MEMBERS.

Corrected Dec. 1, 1908.

Alden, Samuel E.
Allen, Charles A.
Bertels, Joseph B.
Borden, C. A.
Blodget, Hon. W. H.
Brooks, George F.
Blake, George F.
Chase, Charles A.
Comins, Irving E.
Cutting, Louis
Cheney, George M.
Cook, George M.
Chamberlain, A. B.
Cristy, Austin P.
Dolliver, E. B.
Douglass, Frank P.
Dunham, W. H.
Dwinnell, B. D.
Early, James
Fanning, David H.
Fowler, Rufus B.
Forbes, Judge W. T.
Fletcher, Hon. Edward F.
Clifford, Albert W.
Glasgow, Col. E. B.
Healey, James F.
Hall, Frank B.
Healey, Richard J.
Hamilton, James P.
Hartley, Frank
Horne, Thomas
Hammond, Winthrop
Hammond, Richard H.
Johnson, Wm. W.
Kilty, L. P.
Lange, H. F. A.
Logan, James
Loring, Elmer H.
Luey, William D.
Marble, Dr. J. O.
Marble, Arthur J.
Mackintire, George M.
Morse, George
McHenry, M. F.
Parker, Arthur H.
Parker, Hon. Herbert
Perry, Frank D.
Pratt, Henry S.
Paige, Hon. Calvin D.
Paton, Hon. A. S.
Richardson, George
Sartelle, Edward J.
Sawyer, Herbert M.
Sawyer, Wm. H.
Smith, Col. Henry E.
Sibley, Willis E.
Stevens, George A.
Stenberg, Gustave
Stewart, Wm. J.
Swift, E. Kent
Shaw, James F.
Taylor, R. F.
Thayer, Webster
Turner, Don A.
Upham, Roger F.
Vaughan, Ernest H.
Wood, Charles W.
Whittall, Matthew B.
Webster, Charles S.
White, Franklin B.
Waite, Frank H.
Webb, George D.
Washburn, Hon. Chas. G.
Wells, George W.
Wright, Burton H.
Williamson, F. E.
Zaeder, Julius

NOTE.—The writer of this article is indebted to Lieut-col. George H. Harlow, ex-commander of Worcester Continentals, a charter member of the corps, the only living active member, and clerk of the corps for twenty-four years, for valuable assistance rendered, in the loan of photographs and papers from his personal collection, comprising one of the most complete and remarkable records of the life of an organization I have ever seen or heard of. It is earnestly hoped that in the near future one so well fitted to compile it can be prevailed upon to write for publication a complete history of the Continentals that should be preserved in book form for the edification of generations to come.

Eliminating Grade Crossings.

THERE will be spent in Worcester by the New York, New Haven & Hartford Railroad Company, the New York Central & Hudson River Railroad Company, and the Boston & Maine Railroad more than $3,000,000 in the next two years in erecting a new Union Station and abolishing the necessary grade crossings, building bridges, subways and retaining walls, changing sewer and water pipes, and making all the other great changes incident to a work of this magnitude.

Carefully worked out details by competent engineers and architects have provided for every imaginable contingency, and after years of preparation and agitation a decree by the Superior Court June 18, 1907, made it certain that the fruit of all the public sentiment in favor of a modern Union Station in Worcester, with adequate and safe approaches, had been reached.

The City Council approved the discontinuance of Grand Street, of Plymouth Street and of Southgate Street within limits of the railroad location as far back as Nov. 9 and Dec. 28, 1903, by orders passed at that time.

The next order was Dec. 29, 1906, when the Board of Railroad Commissioners, upon the petition of James B. Dunbar, George F. Swain and James H. Flint, commissioners under the decree of the Superior Court to consider the abolition of crossings of highways and railroads at the same level in the city of Worcester, ordered that in so far as a finding is necessary in the premises, the consent of the board is hereby given to the proposed changes in the grades of the Boston & Albany, the Norwich & Worcester, and the Providence & Worcester Railroads, and the viaduct, so called.

This was followed June 18, 1907, by the main decree, an exhaustive document which covered every detail down to the minutest specification in the proposed elimination of grade crossings and the construction of the new station, with all the land-takings incident thereto.

The decree in its opening paragraphs states the gist of the whole matter thus: We decide that the security and convenience of the public require alterations, including the discontinuance of the public crossings, and building new ways in substitution therefor, to be made in the following crossings of public ways and railroads at grade, so as to avoid crossing at grade, to wit: In the grade crossings of Grafton Street, Green Street, Washington Street, Plymouth Street and the Boston & Albany Railroad, the New York Central & Hudson River Railroad Company, lessee, and Norwich & Worcester, and Providence & Worcester Railroads the New York, New Haven & Hartford Railroad Company, lessee; Hammond Street, Gardner Street, Grand Street, and the Boston & Albany Railroad, the New York Central & Hudson River Railroad Company, lessee; Southgate Street, Cambridge Street, and the Norwich & Worcester Railroad, the New York, New Haven & Hartford Railroad Company, lessee.

In compliance with this decree the railroads interested awarded a contract last April to the firm of Ryan & Keon, contractors, to enter upon the work of abolishing these crossings, and early in May work was begun upon this truly gigantic task.

The physical problems confronting engineers engaged upon an improvement of this sort can only be guessed at by the ordinary lay mind. Suffice it to say that the contractors in charge of the work were called upon to effect a transformation in existing conditions without interfering in the slightest degree with the daily routine of the railroads, and with the least possible discomfort to the public. All this Messrs. Ryan & Keon have done, and although the work of eliminating the crossings cannot be accomplished without some friction, the work so far has been accomplished so quietly, so harmoniously, and with so much expedition that men and women who have not visited South Worcester for a twelvemonth are amazed at the changes wrought there.

Starting at Gates Street extension, so called, retaining walls of solid concrete, 1100 feet long, have been constructed along the tracks, and 410 feet of concrete wall has also been put in Illinois Street, running down to Leonard.

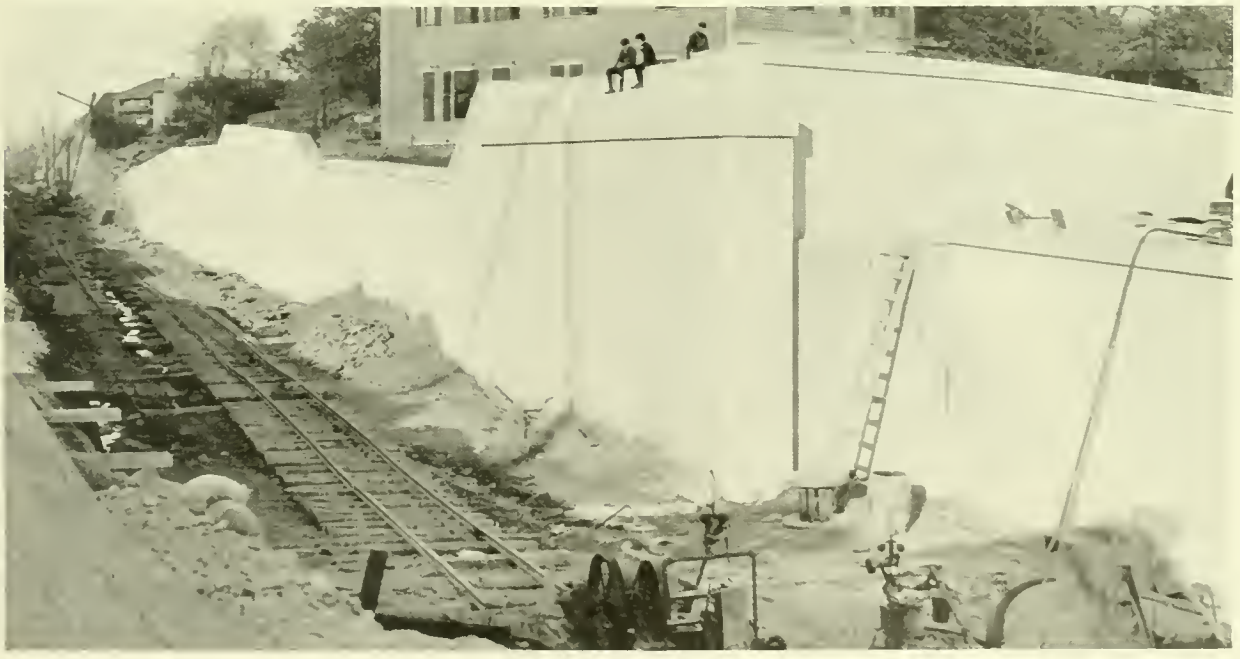
A steel bridge, eighty feet in the clear, crosses the tracks at Gates Street, and a subway is being constructed at Grand Street.

All this is on the Boston & Albany division of the New York Central & Hudson River Railroad Company lines.

On the Norwich & Worcester division of the New York, New Haven & Hartford Railroad Company work of quite as important a character has been done and is being done.

Excavations on this division started below Cambridge Street, where the tracks have been depressed and for 2000 feet on one side and 3000 on the other massive concrete retaining walls have been erected.

At Cambridge Street the railroad is putting in a



new steel bridge. At Southgate Street a subway has been built, and a new steel bridge crosses the tracks at New Southgate Street, so called.

Returning to Gardner Street and the Boston & Albany Railroad, Gardner Street is discontinued at grade and crosses now under the railroad. The Boston & Albany is carried over the street by a masonry arch bridge 82½ feet long, of water-tight construction, fifteen feet in the clear, and fifty feet wide to permit of the passage of teams and pedestrians.

Grand Street, where it crosses the Boston & Albany, is also discontinued, and a subway in partial substitution therefor, and for the convenience of foot passengers, has been constructed.

This subway is arched with white glazed brick, and has granolithic pavement. It is ten feet in the clear, and lighted by clusters of electric lights in the roof, with hemispherical globes. The passageway is ample for foot passengers, and the appearance of the subway is durable and artistic.

MR. H. C. ROBINSON, President of Glee Club.

MR. W. I. BROWN.

The Annual Glee Club Concert.

Relying upon the new enthusiasm created among the members of the Board of Trade Glee Club by their successful tour through Nova Scotia and New Brunswick last summer, and a corresponding interest among their many friends, it was decided to secure Mechanics Hall for their annual autumn concert. The wisdom of this decision was evident on the evening of Nov. 17, when an audience of about eleven hundred greeted their first appearance, and grew heartier in demonstration of approval as the various numbers were given, as follows:

"Vocal March," *Brackett*
GLEE CLUB.

"Annie Laurie," *Arr. by Buck*
GLEE CLUB.

Baritone Solo. "If Only You Were Mine," *Herbert*
MR. W. I. BROWN.

"Wot Cher," *Jingle*
GLEE CLUB.

Quartet. "Little Cotton Dolly," *Geibel*
MR. ARTHUR J. HACKETT, MR. T. B. HAMILTON, MR. H. C. ROBINSON, MR. B. B. SNOW.

"Water Lilies," *Linders*
GLEE CLUB.

Tenor Solo. "The Sweetest Flower that Blows," *Hawley*
"Four Leaf Clover," *Brownell*
DR. G. A. SLEEPER.

Vocal Combat, *Buck*
GLEE CLUB.

Bass Solo. "Cask of Amontillado," *L. Gottschalk*
DR. A. J. HARPIN.

"On the Sea," *Buck*
GLEE CLUB.

Quartet. "Woodland Rose," *Fischer*
MESSRS. HACKETT, HAMILTON, ROBINSON AND SNOW.

Tenor Solo. "Spirito Gentil," *Donizetti*
ARTHUR J. HACKETT.

"The Nun of Nidaros," *Buck*
GLEE CLUB.
with Tenor Solo by MR. HACKETT.

For a detailed and discriminative criticism of the rendering of this programme we present the following extract from the Worcester Telegram of Nov. 18:

The programme, by request, was the same as that presented by the club during its successful tour of Nova Scotia and New Brunswick last summer, under the direction of Elliott A. Santon.

W. S. Knowles, tenor, figured prominently on the printed programme, but he was absent through indisposition, and his place was ably taken by Mr. Hackett.

Brackett's vigorous vocal march with which the programme opened, gave the audience at once an idea of the capacity of the club. The tenor voices showed all the flexibility and tenderness of women and all four parts were admirably balanced. Throughout they sang with firmness and precision and their phrasing and coloring were always a matter of pleasure and delight.

The large audience began to warm itself into enthusiasm over "Annie Laurie." This song, one of the sweetest and most

DR. A. J. HARPIN.

popular in the whole domain of Scottish melody, is not usually given with effect by a chorus, but Buck's exquisite arrangement, which was given by the club last night, easily disarmed all criticism. And the club sang it delightfully, revealing all the tenderness and charm for which the song is noted.

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The performance of the club as a body, from beginning to end, was of the most satisfactory and delightful character. Whether in such serious selections as "Annie Laurie," the exquisite "Water Lilies," "On the Sea," or the nonsensical "There was a Man in Thessaly," which was given as an encore to the cockney ditty, with its broad humor, "Knocked 'em in the Old Kent Road," the Glee Club was equally triumphant and successful.

Where all was of such general excellence it is scarcely necessary to individualize any particular selection, but the audience showed marked appreciation of Buck's vocal combat.

In this peculiar arrangement, the tenors led off with "When Other Lips," followed by the baritones with "Rocked in the Cradle of the Deep."

The two melodies then blended ingeniously and the harmonious result was at once surprising and effective.

The audience reached the encore stage early in the evening, W. I. Brown first arousing unwonted enthusiasm by his fine rendering of "If Only You Were Mine."

In response to a vociferous encore, he sang charmingly a dainty little Irish song, "The Rose of Kenmare."

Dr. G. A. Sleeper was warmly encored for his brace of solos; and, after singing with hearty robustness "A Cask of Amontillado," Dr. Harpin sang a humorous song, "When I Sing my Low C," so whimsically and well, that he had to respond still a third time. On this occasion he gave a quaint little Irish melody which vastly pleased the audience, entitled "Dear Little Girl."

In spite of the strenuous task imposed upon him by the indisposition of Mr. Knowles, A. J. Hackett fairly carried the audience by storm by his masterly singing of Donizetti's difficult song, "Spirito Gentil," and he was equally successful in the tenor solo incidental to "The Nun of Nidaros," with which the entertainment closed.

MR. ARTHUR J. HACKETT.

The two quartets reached the same high standard and excellence as the solos and the concerted selections, and both were received with the liveliest sense of appreciation. But, as has been intimated, criticism could scarcely touch any part of the performance and attributes might be piled up in its praise.

The quartet singing was by A. J. Hackett, T. B. Hamilton, H. C. Robinson and B. B. Snow.

The members of the club are: Elliott A. Santon, director; first tenor, George L. Anderson, Leonard C. Midgley, Henry J. Hass, Jr., Arthur C. Hackett, A. F. O'Gara, Charles L. Bancroft, Thomas B. Hamilton; second tenor, H. A. Kimball, Chas. T. Hackett, F. C. Goodwin, Paul Mossman, Thomas McDuff, Dr. G. A. Sleeper, R. G. Jeffrey; baritone, Harry C. Robinson, Walter I. Brown, George P. Malm, William Cashen, George W. Bent, Frank A. Bancroft; bass, Charles E. Hitchcock, Benjamin B. Snow, Otis C. Bailey, Joseph H. Morrissette, F. C. Lachmund, Edmund R. Cummins, Dr. A. J. Harpin, Fred E. Tucker, William B. Smith, H. E. Vaughan; James E. Oakes, librarian; Walter S. Rogers, pianist.

All expenses of the concert were met and a considerable balance realized by the sale of tickets to the general public, after the members of the Board of Trade had received their complimentary quota of two to each member making request. The fact that it was "caucus

DR. G. A. SLEEPER.

night'' for some of the men, undoubtedly diminished slightly the attendance.

A word of special commendation is due to the enthusiastic and efficient director of the club, Mr. Santon, whose baton proved a very sceptre of power as he led the club through the various choruses. We are glad

ELLIOTT A. SANTON, Director.

to present the faces of the President and Director as well as those of the soloists of the evening. Future engagements of the Glee Club in neighboring towns and cities are being arranged for the remainder of the season.

Machine-Tool Makers in Europe.

An Address

By Captain Godfrey L. Carden,
Special Agent of the Bureau of Manufactures.

A representative though far too small gathering of the manufacturers of our city in the Board of Trade hall, on Thursday evening, Nov. 12, enjoyed a rare treat in hearing Captain Godfrey L. Carden tell of his observations and experiences abroad. He has been one of the force of special agents charged with the investigation of foundries and machine tools in Great Britain and on the Continent. By the courtesy of the Department of Commerce and Labor, he was detailed for special addresses in Boston and this city, on the subject of his inquiries. Going under government auspices, and received on such credentials as a guest by the manufacturers of these other countries, he has enjoyed unsurpassed opportunities of information upon the subject of his remarks. Some of the most interesting and important facts were drawn out from him in a private conference with Worcester machine-tool men at the close of the public address. We quote the following portions from the report of his utterances in the daily press:

In the manufacture of high-grade machine tools, America, in the past decade and a half, has easily led the world. Under existing tariff conditions we have not felt foreign competition, and the result has been that many of our manufacturers have been able to specialize. Under such conditions it has been possible to give one's whole attention, thought and energy to the development of a special tool, and it is not to be wondered at that the superlative has been obtained in the building of certain machines under such conditions. As the antithesis, I recall asking a prominent French machine-tool builder recently how many different designs of tools he manufactured, and he replied, ''One hundred and fifty-two.''

Of all the countries in Europe the one which concerns our iron and steel and foundry establishments, our machine-tool builders, and our manufacturers in general, more than any other, is Germany. The enormous demands at home during the past few years have blinded many of our manufacturers to conditions abroad. In other words, our American manufacturers in a body have not been able to give that close attention to the foreign field which they might otherwise have done had conditions at home, for a number of years, been unfavorable. There are American firms which do know and appreciate the foreign situation, but my own observation impels me to the belief that the majority of our American manufacturers have a wholly erroneous or inadequate knowledge of conditions abroad.

Broadly speaking, the American machine tool excels both in design and workmanship and in the accuracy with which it works the foreign-built tool. Size for size the American medium class machine tool brings more money than does the foreign-built article.

We excel the foreigner, whenever we do excel him, by reason of superior technical knowledge. This is the crux of the whole situation, and it is sheer madness for any American firm which proposes to hold its own in foreign competition to ignore technical education. Fifteen years ago one might have traveled the length of the Rhine territory, which is one of the great manufacturing districts of Germany, and everywhere, I am told, one would have found English, too. To-day all this is changed, and there is only one English house, so far as I was able to observe, which is now doing a serious business in Germany. And the majority of the English tools which are now doing service in German shops date their origin from purchases of years gone by.

Germany probably leads the world in economics and economical attachments. If the German machine-tool builders were only able to specialize as do many of our own, I would predict that it would not be long before they were abreast of our designers.

* * * * * *

The Rhine district in Germany is the great iron and steel section. In March when I visited the Krupp Works, there were more than 65,000 men carried on the pay rolls, and this meant that more than 180,000 men, women and children were dependent on Krupp. In the ninety years that the Krupp Works have been in existence, such a thing as a strike has never been known.

From originally starting as a mere blacksmith's shop, the great Krupp Works to-day are the controlling factor in iron and steel in western Europe.

Essen is noted for its crucible nickel steel. The mixing rooms are the only part of the works from which visitors are excluded, and yet the Krupp directors will say that there is no reason why one should be excluded, since even if a visitor does see deposits, other firms cannot produce crucible nickel steel, since they lack the knowledge and experience of Krupp, and the organization. This crucible nickel steel is almost exclusively used by Krupp for gun work, and accounts in a large measure for the high reputation of the Krupp ordnance.

Practically all the heavy tools used at Krupp's come from German shops. Krupp is making in addition to crucible nickel steel, martin steel, puddled steel, bessemer steel and hard steel.

The general impression that Krupp makes only war material is an erroneous one. While ordnance forms an important branch of the Essen Works, the real gold mine was struck when Krupp discovered a method of making steel tires for railway wheels.

Ask the German manufacturer to-day what class of man makes the best workman for his shop, and almost invariably the reply will be, "The man from the army."

The very essence and life at the Krupp Works is discipline, and the men of that famous plant refer to their connection with the works with all the pride and loyalty of troops of some corps d'élite.

In Switzerland to-day there is only one machine-tool building house of importance, and the same statement applies to Italy. Switzerland, however, is a large user of machine tools of high grade. Here is a wonderful country, devoid as it is of coal and iron, yet enjoying almost unlimited water power, without a seaport and yet manufacturing the highest grade of machinery of varied lines, and exporting this machinery to all parts of the civilized world.

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Northern Italy promises in the next ten years a greater industrial development relatively than any other part of Europe, and I know no part of the old world so friendly to Americans as northern Italy.

At the time of my visit in April last, I observed industrial plants in process of erection over a vast extent of territory on the south slope of the Alps. Italian and Swiss engineers have combined to make available a vast amount of electric power in the Alps for northern Italy. The street cars in Milan to-day are run by electric power, conveyed from the Alps, and in the little town of Legnano more than 40,000 horsepower is used.

The Italians are enthusiastic about their country, declaring that it is a new country, and that it dates its existence from the time independence was gained under Garibaldi.

There are a number of important iron and steel works in Italy. The Italians have their own iron mines, and at the Terni Works they are turning out a high grade steel. For general machinery work the shops of Franco Tosi at Legnano may be taken as a good example. Tosi is working about 2000 men, and the foundry shops are the best I have seen in Europe, with the possible exception of a new foundry building for the Benrather Works near Dusseldorf. The foundry shop of Tosi is of steel and brick construction throughout, well lighted, and equipped with dust-clearing blowers.

Most of the machines in use are of German and French make, giving one the impression that American molding manufacturers have neglected this plant. The casting work of these Italian workmen is of very superior character.

This territory should be studied by our manufacturer, and right here let me say that our great need is to export men with our tools.

American machine-tool business in France has of late been largely confined, it would seem, to the automobile builders, and yet there is an enormously rich section in central France where very few of our manufacturers are personally known and where very few go. I have referred in some of my special reports to finding certain American tools in interior French plants, which were not liked because they were not understood; on the other hand, I know of American machine tools which are regarded with special favor in certain shops, and largely because some American manufacturer found it possible to illustrate the working capacity of the machines.

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It is my opinion that we can vastly increase our foreign trade, but it will call for concerted action of the best sort that we are able to give, and, above all, it demands that in all things honesty, integrity and uprightness shall be our first essentials, and in this spirit and under the protection of the flag we all love so well, we shall be able not only now, but in the future, to hold our own throughout the world with the best.

At the close of the meeting, which was presided over by Mr. J. Russel Marble, chairman of the Committee on Meetings and Receptions, the following resolutions were unanimously and heartily passed:

Resolved, that the Worcester Board of Trade expresses its hearty appreciation of the work of Honorable Oscar S. Strauss, secretary of the Department of Commerce and Labor, and Major John M. Carson, chief of the Bureau of American Manufactures, in collecting valuable information in reference to the machine tool industry and the machine business abroad; and in sending Captain Godfrey L. Carden abroad for this purpose; and expresses the wish that the department will further continue its investigations.

An International Episode.

Between the Worcester of New England and this historic city of that name in the mother country, there have been some previous exchanges of courtesies, and the good feeling thus created has received new impulse from the recent gift of two suits of historic armor, used by pikemen in the battle of Worcester, Sept. 3, 1651. These were brought to us by Col. Albert Webb, V.D., J.P., and by him presented to our city government in the Mayor's office at City Hall on Thursday, Nov. 5, in the presence of a goodly number of representative citizens.

The distinguished guest began his address by reading his official credentials, and then spoke as follows:

It is with great pleasure, I assure you, Mr. Mayor and gentlemen of the city of Worcester, that I turn over to your corporation these gifts.

They are a kindly remembrance of the friendly feeling that exists in our city toward this municipality, and it was with pleasure that I suggested the matter to our Mayor, and it was with much enthusiasm that he formally proposed the gifts and the High Sheriff made the seconding motion, which made the gifts possible. It was with a thorough and genuine good feeling that the vote was passed and in turning the gifts over I should like to point out that it is not only a local offering to this community, but a token of the feeling that exists throughout our whole land toward this great and powerful country.

Like a stone thrown into a pool when the ripples spread out and gradually cover the whole surface, we hope that this small token of our esteem will spread over this entire country as proof to its people that we have none but the most friendly feeling, and hope the good feeling that now exists and is so essential to the peace of the whole world will be welded into an unbreakable tie.

I can assure you that it was with thorough and hearty accord that the people of England witnessed the result of your presidential election. They were deeply gratified with the victory of Mr. Taft, and while naturally there are men of both parties in such a community as this, I feel that the man selected will bring prosperity to your country.

It is our wish and wish of our people that not only England, but the whole of Great Britain and the United States, may go on hand in hand doing grand work for the whole world. I again assure you that the gifts are tokens of our best wishes and our heartfelt good will.

To this cordial address Mayor Logan replied as follows:

Two hundred and fifty-seven years—and two hundred and fifty-seven years is a long time, as men count time, even in the life of a nation—many of the men and women who landed at Plymouth Rock were still living. The seed from which was to grow the mightiest republic on earth had but just been planted in the new world.

In the providence of God this virgin soil had been kept until the time was ripe for planting the tree of liberty. That tree has been nourished by the blood of the men who fought on both sides at Worcester so many years ago. It would not be right, it would not be true to claim that the mother country or

Photo by Wohlbruck

SUIT OF ARMOR.

our own country has always been right, or that the acts of all their prominent statesmen have always been patriotic, unselfish, but were we to cut from the tree of liberty those branches that have been grafted into it by the English people and their descendants—grafts that have been bought with the blood of their noblest sons—were these branches to be cut off, the tree of liberty, which is spreading its beneficent shade over all the earth, would shrink to an insignificant shrub.

We need to remember that much of the injustice and inequality of the past is history and no longer exists, and it can truthfully be said that with all the short-comings of both our native and adopted land, wherever the blended crosses of St. George, St. Andrew and St. Patrick, and the Stars and Stripes float, in the main life and property are safe and the administration of government is both beneficent and righteous.

During all these 257 years, by a devious path, God has led the mother nation from which so many of us sprang, often down through the dark valley of defeat, out on the other side into the open beyond, where, with a vision clarified by sacrifice and suffering, they have been enabled to behold the larger truth and obtain a larger freedom and thus in His own way and in His own good time there has been wrought for them and us a larger victory.

As a son of Scotland, when by my own act, as a young man, I became an adopted son of this the grandest republic on which the sun shines, in taking the oath of allegiance to my adopted country I had to forswear allegiance to the land of my birth and the sovereignty of Victoria, her gracious ruler, but in so doing I did not forswear allegiance to Victoria, the noble wife, mother and Christian queen of my native country. I could not have done that, for my father had taught me to love her.

"Victoria the good," the nineteenth century's noble example, as she is the twentieth century's noble ideal of domestic virtue and stainless life.

She was strong in her virtue with a splendid devotion to duty. She was beautiful in her womanliness, and stalwart in her faith in God. She has passed from sight, but not from our minds and hearts, but her work remains, and the sweet incense of her noble life is like the fragrance from the alabaster box of precious ointment which fills the earth.

To have lived long is well, to have lived well is better, but to have lived through a long and eventful life of service, under the fierce light which beats upon a throne, and to have so lived as to make that fierce light dim, by a purer, sweeter, diviner light that streamed forth from her private life and noble Christian character so that she went to her grave loved and mourned by millions, is the richest compensation which earth affords.

And why, do you ask, do I refer at such length to Victoria, the gracious queen? Because the men who fought at Worcester 257 years ago made possible her reign, with all its beneficent results. These men fought for us as well and made possible the day where in a land far bewrought when upward of 15,000,000 of free men gathered from the four quarters of the globe, citizens by birth and citizens by adoption, should make choice of the man who was to be elevated to the highest position to which any man can attain, the President of the United States.

Not ruling by divine right, not ruling by the conquest of arms, but by the choice of his fellow citizens, and the battle of Worcester, so many years ago was a contributing factor in the scene enacted throughout the length and breadth of this land on Nov. 3.

And so, my dear sir, in behalf of this municipality, I accept at your hands from our sister city beyond the sea, these ancient relics of the days of strife when valiant blows were struck for liberty.

You will please convey to the honored Mayor of your city and the members of your municipal corporation our deep appreciation of the thoughtfulness which prompts this kindly act of courtesy.

We will give these relics an honored place in our city as a memorial of the men who fought for both you and us in Worcester, England, so many years ago.

Each suit of armor, consisting of a head-piece and breast-plate, is at present on exhibition in one of the rooms of the City Library, together with some interesting views of the city from which they have come. Later they will find a permanent place for display in the City Hall.

Book Reviews

The Beatitude of Progress.

Rev. Percy H. Epler, pastor of the Adams Square Congregational Church, this city, is the author of what has been aptly termed a hope-giving booklet and monograph of good cheer which condenses and crystallizes into simplicity the gospel message under the title, "The Beatitude of Progress."

This little essay comes to every man and woman who reads it with the warmth of a hand-clasp from a friend, and it is as full of inspiration as an unexpected dividend or a courtesy where one expected abuse. There is a sort of universality about it that makes you feel as if Mr. Epler had written it for you, for your needs, for your circumstances, for your defeats, for your unfaith. Furthermore, there is a splendid Americanism about it that makes it appeal to every citizen of the republic and makes him a better citizen after he has heeded the appeal.

The book is profoundly optimistic and is therefore timely in its appearance. It is a good book to read now at this Christmas season, but it will not die with this Christmas nor with any that succeeds it, for it is alive with the fire of perennial youth.

The book is artistically printed in gold, green and red, with rubrics and illuminated initials, and as it retails at thirty cents it is within the reach of everybody. Hundreds of these booklets ought to be purchased for gift books during the holiday season, for it is the 1908 "Message to Gareia," and deserves fully as wide a circulation as its 1898 forerunner.

In Worcester "The Beatitude of Progress" can be obtained at Davis & Banister's, Sanford & Putnam's and at the book-stalls at the Boston Store and at Barnard, Sumner & Putnam's. It is also on sale in all the great cities of the country.

This book has received the personal endorsement of the President of the United States, Hon. Theodore Roosevelt, and has also been commended in the highest terms by literary men and workers in the ranks from all sections of the Union. It was first published in "The Outlook," and it was not until after repeated urging by his friends that Mr. Epler finally gained confidence enough to issue it in its present form. It may be said in conclusion that the price at which the brochure is given to the public simply covers the expense. There was no thought of commercialism on Mr. Epler's part in issuing the booklet, and he has purposely placed the price so near the cost of production that his message of faith and hope and uplift may be brought within the reach of every sufferer, whether his disease be money-madness, wrong-doing, lack of patriotism, or physical decay.

Photo by Wohlbruck. PRESENTATION OF ARMOR TO THE CITY OF WORCESTER.

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From Keel to Kite.—By Miss Isabel Hornibrook

We have received from Lothrop, Lee, Shepard Company, a copy of a new story for boys, "From Keel to Kite," or, "How Oakley Rose became a Naval Architect." This is from the facile pen of Miss Isabel Hornibrook, whose home is in this city. It is a fitting companion to "Camp and Trail," whose pictures of stirring

land adventures are now matched by thrilling tales of Gloucester fishermen and their varying fortunes. The narrative is both stimulating and instructive; one is impressed with the amount of evident research which reveals itself in the progress of this story. A capital Christmas gift for the boy who is hungering for a new story of adventure.

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"American Playgrounds," edited by Everett B. Mero, discusses the construction, equipment, and maintenance of places and apparatus for recreation, and is a complete encyclopedia of information on a subject which is coming so prominently to the front in municipal development. In this volume we find admirable statements of both theory and practice. The reasons for providing recreation, the equipment of playgrounds, the work of supervisors and instructors, together with full details of games and sports, make up a substantial and attractive volume, admirably illustrated.

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Mr. Hartley H. Bartlett has recently prepared a small booklet, tastefully printed, entitled "United States Patent Guide," in which a large amount of information about patents and how to procure them is presented in condensed and well-classified shape. This goes out with Mr. Bartlett's compliments from his office in the Slater Building; an edition of several hundred copies has already been called for. We hope to offer as a regular department of this Magazine for the coming year a description of patents granted to inventors in Worcester and vicinity, to be prepared by Mr. Bartlett.

November Trade Conditions

Reviewed by O. C. Ansley of the Mercantile Agency of R. G. Dun & Co.

With political interferences removed, confidence seems to be almost wholly restored and reports of gains are universal from week to week. Merchants are preparing on a liberal scale for a holiday trade, and as business expands, a depleted condition of merchandise stocks is disclosed. There is a disposition to be more liberal in the extension of commercial credits.

Considerable more activity is noted in the building line, which shows an increase for last month of 30 per cent. over the corresponding month of a year ago. A better demand is found for textile machinery, and corset manufacturers continue as busy as heretofore, showing an actual increase in volume over last year. Manufacturers of envelopes report heavier orders. Wire mills are slowly increasing their output, adding to their working forces, and an active demand is experienced by manufacturers of wire goods and wire specialties, the conditions in these lines being already about normal. Confidence is improving in the machine-tool business, and although they are still running under heavy curtailment, they consider the outlook much brighter. Woolen manufacturers are still pretty quiet.

Surrounding county towns join us in renewed activities; chair manufacturers have increased their running time, and comb and celluloid manufacturers have enjoyed a lucrative season's trade.

Failures for the month number six (6), with liabilities of $23,126 and assets of $5,146, compared with the corresponding month of a year ago, when they numbered seven (7), with liabilities of $204,951 and assets of $78,961.

Decision in Regard to Labels.

By Hartley H. Bartlett, Esq.

A decision of considerable interest to Worcester merchants and manufacturers has just been rendered by the Commissioner of Patents of the United States relative to the registration of labels containing the statement, "Guaranteed under the Food and Drugs Act, June 30, '06," as prescribed by the rules of the Bureau of Chemistry in the Department of Agriculture.

This decision may be briefly stated as follows: A label will be refused registration when the legend, "Guaranteed under the Food and Drugs Act, June 30, '06," is so used as to be likely to indicate that the merchandise upon which the label is used is guaranteed by the Government.

In the case in question, the Tennessee Brewing Company, of Memphis, Tenn., placed a beverage upon the market called Brewette, and prominently placed this name upon the label, together with a statement that it was a non-intoxicating beverage. Immediately under this were placed the statements: "Contains less than one-half of one per cent. of alcohol," and, "Guaranteed under the Food and Drugs Act, June 30, '06. Serial No. 19733. Tennessee Brewing Co. Label registered." The Commissioner stated that there was a likelihood that the purchaser would be deceived into believing that the Government guaranteed that the beverage in the bottle was non-intoxicating, containing less than one-half of one per cent. of alcohol. The addition of the term "Label registered," although not complying with the requirements as to form, tended to strengthen this belief.

To prevent such a condition the Commissioner ruled that the guaranty clause must be qualified in such a manner as to make it clear who does the guaranteeing of the article. He has suggested the following form, which will be satisfactory to the Patent Office: "Guaranteed under the Food and Drugs Act, June 30, '06, Serial No. 19733, by the Tennessee Brewing Company."

This decision has not yet been tested in the courts, but will undoubtedly be sustained.

Worcester Stocks.

The following are the latest quotations of Worcester stocks, as reported by Kinsley & Adams for the Worcester Magazine:

Banks.	Bid.	Asked.
Worcester National Bank,	195	
Mechanics National Bank,	115	
Worcester Trust Company,	250	
Merchants National Bank,	150	
Millbury National Bank,	75	
First National Bank, Webster,	115	
Fitchburg National Bank,		
Electric Roads—		
Boston & Worcester St. Ry. Co. 4½ per cent. bonds,	93	
Wor. & Southbridge St. Ry. Co. 4½ per cent. bonds,	91	
Worcester Consolidated 4½ per cent. bonds,		
New England Invest. & Security Co. pref. stock		80
Worcester Rys. & Investment Co. stock,		
Wor. Consolidated St. Ry. Co. 5 per cent. bonds,		102½
Worcester & Marlboro St. Ry. 5 per cent. bonds,	98	
Worcester & Webster St. Ry. Co. 5 per cent. bonds,		

Miscellaneous—		
Norwich & Worcester R. R. Co. preferred stock,	200	205
Providence & Worcester R. R. Co. stock,	250	
Worcester, Nashua & Rochester R. R. Co. stock,	140	
Worcester Gas Light Co. stock,	245	
Worcester Electric Light Co. stock,	230	
Crompton & Knowles Loom Works preferred stock.	135	
Graton & Knight Mfg. Co. common stock,	125	
Graton & Knight Mfg. Co. preferred stock,	110	
Royal Worcester Corset Co. stock,		
Wright Wire Co. common stock,		
Wright Wire Co. preferred stock,	95	
United States Envelope Co. common stock,	35	
United States Envelope Co. preferred stock,	98	101
United States Envelope Co. 6 per cent. bonds,	104	
Norcross properties 6 per cent. bonds,		

Current Events—Oct. 26 - Nov. 25

General City Happenings.

Oct. 27. Associated Charities holds its nineteenth annual meeting in Board of Trade Hall.

30. Fifth annual exhibition of photographs opens at the Art Museum.

31. Extension of city water to North Worcester, consisting of 5560 feet of 14-inch pipe and 1475 feet of 18-inch pipe, completed.

Nov. 1. Spencer Wire Company installs $10,000 gas producer.

2. Dr. Melvin G. Overlock, inspector of the State Board of Health for the eleventh district, inaugurates series of addresses to workingmen and women in Worcester factories during the noon hours, along the line of preventing the spread of tuberculosis.

3. Worcester gives William H Taft, Republican candidate for President, plurality of 5839; Eben S. Draper, Republican candidate for Governor, plurality of 3888, and reëlects Congressman Charles G. Washburn and Senator Elmer E. Potter, Republicans.

3. At a conference between Rev. Fr. Grenier and Rt. Rev. Thomas D. Beaven, bishop of the diocese of Springfield, it is decided to rebuild Notre Dame Church, recently damaged by fire, on its present site on Park Street.

4. Worcester County Horticultural Society holds its annual meeting and election of officers.

5. Annual banquet of the Worcester branch of the National Association of Letter Carriers in the State Mutual Restaurant.

6. Annual teachers' convention in two of the high schools and Mechanics Hall, with 1000 teachers present.

Col. Albert Webb presents two suits of armor worn at the battle of Worcester, England, fought September 3, 1651, to the city of Worcester, in the Mayor's office at City Hall.

9. Crompton & Knowles Loom Works resumes full time in all departments.

Clark College students dedicate the new dining hall.

11. Mrs. Marion Crocker of Fitchburg addresses the members of the Woman's Club, under direction of the Civics Department, on nature study in the public schools.

12. Capt. G. L. Cardin, of the bureau of manufacturing, United States Department of Commerce and Labor, addresses Board of Trade members.

15. The new third track of the Boston & Albany Division, between Jamesville and Webster Junction, which cost $300,000, is opened for traffic.

17. George P. Graff of Boston gives an illustrated lecture before 1500 members of the Y. P. S. C. E. in the First Baptist Church, on a trip around the world.

18. Massachusetts State Association of Master Builders has its annual meeting here.

Annual convention of the New England district of the Christian and Missionary Alliance in the First Presbyterian Church.

Worcester Aero Club is formed, with John J. Coghlin as President, at a meeting in the Worcester Club, Aeronaut Charles J. Glidden, speaker.

20. Eighth annual concert and ball of Worcester Permanent Firemen's Relief Association, attended by 2400 persons.

Catholic Woman's Clubhouse dedicated by Rt. Rev. Thomas D. Beaven, bishop of the Springfield diocese.

23. Denholm & McKay Company buys the Clark Building it occupies, now giving them over 40,000 square feet of land; assessed valuation of land and buildings, $620,000.

Norcross Bros. Company land two contracts aggregating over $1,000,000, one a banking building for the Boston Safe Deposit & Trust Company, costing nearly $1,000,000, and a memorial library in Haydenville, Ky.

Personal.

Oct. 28. John C. Bickford, of the firm of Bickford & Sweet, dies at his home.

30. Hugo O. Peterson, a Worcester boy, is elected President of the sophomore class at Harvard Medical School.

E. L. Belisle, American consul at the port of Limoges, France, arrives at his home on a sixty-days' leave of absence.

Nov. 4. Charles P. Christopher, a freshman at Clark College, is elected to the pastorate of the Adams Square Baptist Church.

Herbert M. Sawyer elected Secretary of the Massachusetts State Automobile Association in Boston.

5. General Manager E. G. Connette of the Worcester Consolidated Street Railway Company elected one of the directors of the company at its annual meeting.

Rev. Andrew H. Haju is ordained minister of the Finnish Congregational Church in Central Church.

6. Frank Eugene Powers, one of the city's leading coal dealers for twenty years, dies in the Adams House, Boston.

Mrs. Jeannette P. Babbitt resigns as librarian of the Worcester County Mechanics Association after thirty-four years of service.

10. David H. Fanning, president of the Royal Worcester Corset Company, states that he will make financial provision for the expenses of any employee of the company afflicted with tuberculosis, at the Rutland Sanatorium for thirteen weeks' treatment.

15. William Backstrom, a member of the Swedish Gymnastic Club of Worcester, elected President of the Swedish Athletic and Gymnastic Union of America, and Worcester is selected as the place for the next annual meeting, in September, 1909.

Elliott Tyler, oldest member of the Worcester police force in point of years, dies at his home of heart trouble, aged eighty years and nine months.

17. Rev. W. H. Goggin sends check for $1000 to the Sisters of Mercy to aid them in repairing damage caused by an explosion.

18. George W. Hurlburt, a well-known Worcester railroad man, dies at his home.

19. Mr. Philip J. Gentner, a Harvard graduate and European art student, is chosen to succeed Frederick S. Pratt as director and executive head of the Worcester Art Museum.

City Hall and Departments.

Oct. 26. City Council adopts an order for a loan of $36,000 to carry out the Beaver Brook play-ground proposition.

Nov. 9. At a hearing before the Board of Aldermen, the proposition to widen Park Street and construct a street from Park to Southbridge, and one from Front to Mechanic, is heartily endorsed.

14. The sub-committee on school houses of the School Committee votes to recommend to the School Committee that the pay of night school janitors be raised 13.4 per cent.

17. Mayor James Logan is renominated as Mayor and Arthur B. Brunell as Alderman-at-Large, at the Republican caucus.

18. Dr. Thomas J. Barrett is nominated for Mayor and George D. Morse is nominated for Alderman-at-Large, at the Democratic caucus.

23. An order is passed rescinding the name "Fort Shrewsbury" for the Worcester rifle range.

"Why cannot Worcester business men be as broad-minded toward their local competitors as Western men?" was the question put to the Secretary a few days ago. "What makes you think they are not?" was the most convenient answer. "Look at that advertisement!" was the reply; and a Minneapolis newspaper was unfolded, opening to the following quarter page in bold display type: "The Dayton Dry Goods Company welcomes John W. Thomas & Company to upper Nicollet and bespeaks for them the cordial appreciation of the public in their beautiful new building. We predict their continued success because of their known reputation for reliability and honorable service. That their future may be even more prosperous than their past is the hearty wish of the Dayton Dry Goods Company." "What does that mean?" asked the Secretary. "It means that when a rival firm moved a distance of half a mile or so and came directly across the street, the Dayton Dry Goods Company rejoiced in the assurance that business on that corner was about to be doubled, instead of mourning for fear that their sales might be diminished. I know of another similar case in a Kansas town where a large city bank proposed starting a branch. The local bank said to them, 'We supposed that we were handling all the business there is in this place; but another bank will mean a bigger town, so come on!' Do you think we have much of that spirit in this city?" The Secretary declined to answer the question on the ground of insufficient knowledge of the facts, but promised to propose it for the readers of the Corner.

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There is one bit of information which has been repeatedly offered to the Secretary in quite a number of different connections, but chiefly when some new method of promoting Worcester's prosperity has come up for consideration. "Those things, of course, will work well in other cities; but you must remember that here in Worcester we are very conservative." In view of the number of times this remark has been made in his hearing, he feels reasonably confident that it will not elude the grasp of his recollective powers. Now that it has become firmly impressed upon him as a fact, it seems proper to investigate the derivation and precise definition of this most mellifluous adjective. On consulting the dictionary he discovers that "to conserve" is to keep entire, to retain, that "a conservator" is one who preserves from injury or violation, but that "a conservative" is "one averse to change or progress." The Secretary would like to suggest the wisdom of changing from being a "conservative" to being a "conservator" when the prosperity of Worcester's commercialism is at stake. Which is the wiser attitude—to hold one's self opposed to change and progress, or to attempt the preservation of some prized object from injury? To ask that question would seem to answer it.

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The point of this abstract discussion of definition and derivation appears when one recalls that significant address of Captain Carden on a recent evening. Those who missed the pleasure of hearing him in the Board of Trade Hall, or of remaining for the informal and freer conversation in the Directors' room, may wisely peruse the report of his speech, appearing on another page of this issue. Confining himself to the specific line of his European investigations, he made two points fully—we may even say painfully—clear to his listeners. The first was that the tool-machine makers of the United States, however much they may be fierce competitors for home markets, must get together unless they are to lose wholly the foreign markets. The second truth was that these markets are wide open to the men who will dare to try new ways of reaching them by concerted action. When, in a year of half-closed shops in the United States, with exports of less than 10,000 machine tools, Germany sells in other European countries more than 50,000 such tools, it is about time to discuss the question whether a conservatism, which means simply opposition to change or progress, is desirable as a dominant element in a city's industrial disposition.

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The Secretary, in the seclusion of his Corner, ventures to remark that true conservatism should be a preservative rather than a wasteful force; that when it comes to handling business which one controls, or getting hold of business which one wants and needs, it is better to be constructive than obstructive. If Worcester is losing long-established industries simply because opposed to change or progress, it is time to cease boasting about conservatism and to enter upon something which is exactly the opposite. Possibly there are other lines of business than the machine-tool industry where it will pay Worcester men to get together, drop all petty jealousy of rivals here or in other cities, and at once begin to devise adequate ways of getting waiting business in new realms of commercial conquest.

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The Secretary has neither the desire nor the knowledge to pass judgment upon the ability of our manufacturers to find markets that are waiting for them; but—how about Germany? "The government aids them there," is the answer. True; and with us the Department of Commerce and Labor is doing far more to help American manufacturers to new markets than many manufacturers understand or appreciate. The present efforts of our government, meagre as they are in comparison with what Germany is doing, are distinctly in advance of the intelligence and interest of the men for whom the government is at work. It is an astounding fact that when Congress appropriates money for this purpose, our manufacturers have not taken sufficient interest to ask its expenditure! They seem to prefer to thank God that they are not like other men, or even as these Germans, and to content themselves with being "very conservative."

Worcester Board of Trade

11 Foster Street, Worcester, Mass.

Officers.

President, George F. Brooks. *Vice-President*, J. Russel Marble.
Secretary, John L. Sewall. *Treasurer*, Samuel D. Spurr.

Directors.

George F. Brooks,	Clarence W. Hobbs,	John J. Power,
George F. Booth,	John W. Higgins,	Edward J. Cross,
Irving E. Comins,	Winthrop Hammond,	Dr. Thomas Howell,
J. Russel Marble,	William Forsberg,	Charles T. Tatman,
Thomas T. Booth,	Victor E. Edwards,	Charles L. Gates,
Frank S. Blanchard,	Arthur O. Young,	Clinton S. Marshall,
Herbert H. Fairbanks,	William Woodward.	

Clerk of the Corporation, William H. Sanford. *Auditor*, H. Ward Bates

"Board of Trade" Night.

When? Friday evening, January 1, 1909. What? "Open house" in Washburn Hall, under the joint auspices of the Committee on Meetings and Receptions and the Membership Committee; every member of the Board of Trade earnestly invited—a New Year's reception of the Board, given to itself! The greatest feature of the evening is to be the report of the Membership Committee and its helpers, who are planning to devote the entire day to a systematic canvass of this city for additional members. It is hoped to be able to announce at the close of the evening that the roll of the Board of Trade numbers an even 700; and if this waymark is reached at that time it ought to be possible to touch the 800 mark by the time of the banquet next April, and then to press on toward the present goal of endeavor—1000 members—and celebrate its attainment on New Year's night, 1910. Be sure to give us a part of your time on Friday evening, January 1, 1909!

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Two Sudden Deaths.

During the last month two of the members of the Board of Trade have suddenly dropped from the ranks of business activity. On November 6 Mr. Frank E. Powers of 38 Maywood Street, who for more than a score of years has conducted a coal and wood business in this city, died at the Adams House in Boston as the result of a shock. Born in Grafton, and taking charge of the business interests of his father in Millbury at the early age of seventeen years, his progress was steady; and finally he added a Worcester venture to his other undertakings, and for many years has made this city his home.

Mr. John B. Hunt of Holden, traveling auditor for the New England Telephone & Telegraph Company, has been a resident of that town for nearly ten years, before which time he was for seventeen years the manager of our local exchange, and well known in business circles. Born in Vermont, and spending some years of his early life in railway service, he began his connection with the telephone business in Orange in 1881. For the last few years he has occupied the responsible position of traveling auditor, visiting all parts of New England in his journeyings. While in Burlington, Vt., he was suddenly taken with acute indigestion and heart trouble, and passed away November 18.

Worcester Merchants' Association.

Worcester Merchants' Association has elected Frederic A. Harris of Barnard, Sumner & Putnam Company, Albert A. Spaulding of the MacInnes Company, Elwood Adams, Winthrop Hammond of the Hammond Clothing Company, and Moses D. Gilman of Gilman & Moffett as directors of the Worcester Merchants' Association. Speakers at the annual meeting, at which this business was transacted, and which was held in Continental Hall, were B. F. Bauder of Cleveland and George Williams of New York, both of whom talked on the subject of store lighting and advocated a more generous use of both electricity and gas. Their addresses were illuminated by stereopticon views showing many samples of splendid lighting displays made in various cities of the country.

President E. E. Dodge presided over the meeting, which was preceded by a handsome buffet lunch, and at the business meeting Odell Boynton, the secretary, told the members that the association had over $1000 in the treasury, and had gained twenty-six new members during the year.

President Dodge himself made a practical talk, in which he urged the members to avoid fake advertising schemes and to use all their influence with the incoming Board of Aldermen to secure the trolley freight franchise on the street railway for Worcester.

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Worcester Agricultural Society.

At the annual meeting of the Worcester Agricultural Society Walter D. Ross was re-elected president, Elisha S. Knowles secretary, and Leander F. Herrick treasurer. George A. Park and E. A. Waters were elected vice-presidents, and Elliott Moore and Frank M. Heath were chosen new trustees. The Auditing Committee is George M. Rice, O. B. Wood and H. Ward Moore, and C. H. Ellsworth was re-elected a member of the committee on grounds for three years. The society voted to have another fair in 1909, and will seek the co-operation of the Board of Trade and Merchants' Association. The society received $38,880.59 during the year, and has a balance of $3,361.86. The receipts from the fair were $23,050.75. The new exhibition hall cost $12,000.

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Awards in Photographic Competition.

It is a disappointment to the editorial management that after the publicity given to this contest and an extension of the time, so small a number—less than a dozen—of competitors appeared. Of the pictures presented a considerable number were distinctly below the Magazine's standard of excellency and availability. We are glad, however, to announce the following award of honors, made by the Committee, Mr. Herbert R. Cummings, Dr. George Buttler and Mr. W. I. McAllister, and to congratulate the successful contestants. The picture adjudged first in artistic excellence is "Crystal Lake Park," offered by C. H. Lanphear, M.D. The second is "A Pastoral Scene Near Coes Square," by Mr. Harry Greenwood. The third is "Autumn Shadows on the Common," also by C. H. Lanphear, M.D. The best industrial view offered is "A Factory Interior," by Mr. Abbott T. Wheeler, whose picture, "Just One Sprig of Worcester's Apple Bloom," was given honorable mention by the judges. The prizes are $10, $5 and $3, respectively, and $5 for the best characteristic industrial view. We shall publish hereafter reproductions of these photographs.

Industrial Notes

WARREN LEATHER GOODS COMPANY.

The Warren Leather Goods Company, whose factory is located at Austin Street, is one Worcester industry whose scope and importance is less known to Worcester people than to many more favored outside her borders. Established in 1877, its business has grown so quietly and so steadily that none except the parties directly interested in its growth have realized the sweep of its business or its ever-widening influence in the leather goods world.

The period covered by its business life has seen the dress-suit case brought from the smallest and crudest beginnings to its present superb and elaborate completeness. And in this growth the Warren Leather Goods Company has played no mean part. Indeed, like the old Roman, it could exclaim with reference to this transformation: "All of which I saw and part of which I was." There are few, if any, finer suit cases made in America to-day than are made in this establishment. Among scores of others, they make one style suit case of one solid piece of leather that is as handsome an article for travelers as anything there is on the American market. And it is as durable as it is light and natty.

The concern has never specialized to the extent of making one particular line of goods to the exclusion of another. It makes a superb line of high-class Gladstone bags, and it also makes hand "grips" and traveling bags of all kinds, even up to hand trunks, in addition to its enormous suit-case business. But it has sought all this time to furnish the trade with what it wanted rather than to make an exclusive high-priced or an exclusive low-priced product.

Special effort is made to produce an artistic product whatever the price and to construct something that shall be, if possible, a little bit better and a little bit more durable than anything a competitor can put out. Some fifteen or twenty men are kept on the road all the time marketing the product, and there isn't a city in the United States of any size where Warren Leather goods are not sold and highly esteemed.

Between 175 and 225 employees are kept busy in the big factory on Austin Street, and a visit to the plant and the storehouses attached affords evidence that the concern is prepared to handle all the business that can come to it.

The company not only makes bags of all sorts, but also handles all the toilet accessories that now play such an important part in fitting up a traveling outfit. Many of these sets are not only encased in elegant leathers, but are constructed of the finest materials in ebony, cut-glass and silver.

The Warren Leather Goods Company has not built up its business by flashy, spectacular methods, but by conservative, reliable, absolutely honest ones. It has ever found a satisfied customer its best advertisement, and the extent of its trade is due solely to the fact that during all these thirty-one years it has been engaged in making a first-class article no matter what price it was sold for. For a generation the retail merchants of this country have found in their dealings with the Warren Leather Goods Company that its word was as good as its bond, and that its products were as good as its word.

CHANGE OF NAME.

The engraving house with the famous eagle, now Woodbury & Company, Incorporated, formerly Woodbury-Carlton Company, are sending out an announcement of the change of name on a card with a picture of the eagle engraved and printed by their own luxogravure process. It is certainly a beautiful piece of work. Their trade-mark has become known all over the eastern part of the United States.

HAHNEMANN HOSPITAL.

The initial work in the building of the new Hahnemann Hospital at Brittan Square has begun. This cut shows the site where the ground has been broken by the contracting firm, James Miles & Son. The work is to be pushed forward rapidly throughout the winter and spring, so that the trustees hope the building will be ready for occupancy June 1.

SITE OF THE NEW HAHNEMANN HOSPITAL.

This picture was taken Nov. 2, 1908, and it is the intention of those in charge of this work, Mr. B. Austin Coates, chairman, to print in the Worcester Magazine every month a cut indicating to its readers what progress has been made in the erection of the new institution from month to month.

In this way, it is believed, the general public, which was instrumental in making such a conspicuous success of Red Tag Day, will become more interested in the hospital as the people watch its progress to final completion. It will undoubtedly add a splendid equipment to Worcester's hospital accommodations.

WORCESTER ADJUSTABLE SHOE TREE.

The Worcester adjustable shoe tree, manufactured by the Standard Manufacturing Company, corner Union and Foster Streets, literally fills a long-felt want in the direction of shoe trees. For years there has been a demand for a shoe tree that would fit not only one style shoe, but every style shoe, that would keep in shape picked-toed shoes and square-toed shoes alike. But the market was ransacked in vain for such a convenience. Every time a man bought a pair of shoes he had to buy the trees to go with them to keep them in place. If he didn't, when the shoes got wet, if he put his old shoe trees into them they stretched all out of shape. In that way the trees defeated the very purpose for which they were created. Mr. Bassett, the manager of the Standard Manufacturing Company, perceiving the necessity for such a tree, after a great deal of experimentation finally hit upon the plan of an adjustable shoe tree, which contains two concealed springs, allowing the tree to contract and expand as desired. The feet of the tree is made for this purpose in two sections, and the spring holds both sections firmly and symmetrically in place, and yet about a quarter of an inch apart.

This quarter of an inch play gives the tree all the elasticity necessary to make it fit snugly into any last, no matter how radical the pattern may be.

The trees are fitted with a full nickel-plated pull, which lies down out of the way on the heel of the shoe, and avoids using the old-fashioned handles, which were always a nuisance when one was traveling. With these pulls the trees can be packed into a dress-suit case as snugly as a pair of pumps.

Each pair of these shoe trees will fit two widths as well as any style last, so that shoe dealers have to carry only half as large a stock as with the old-fashioned tree. They appear to be indispensable for a correct dresser, as they insure his always having a perfect fitting pair of shoes, and retailers who have seen them declare them the best yet in the shoe tree line.

THE GREENDALE GAS ENGINE.

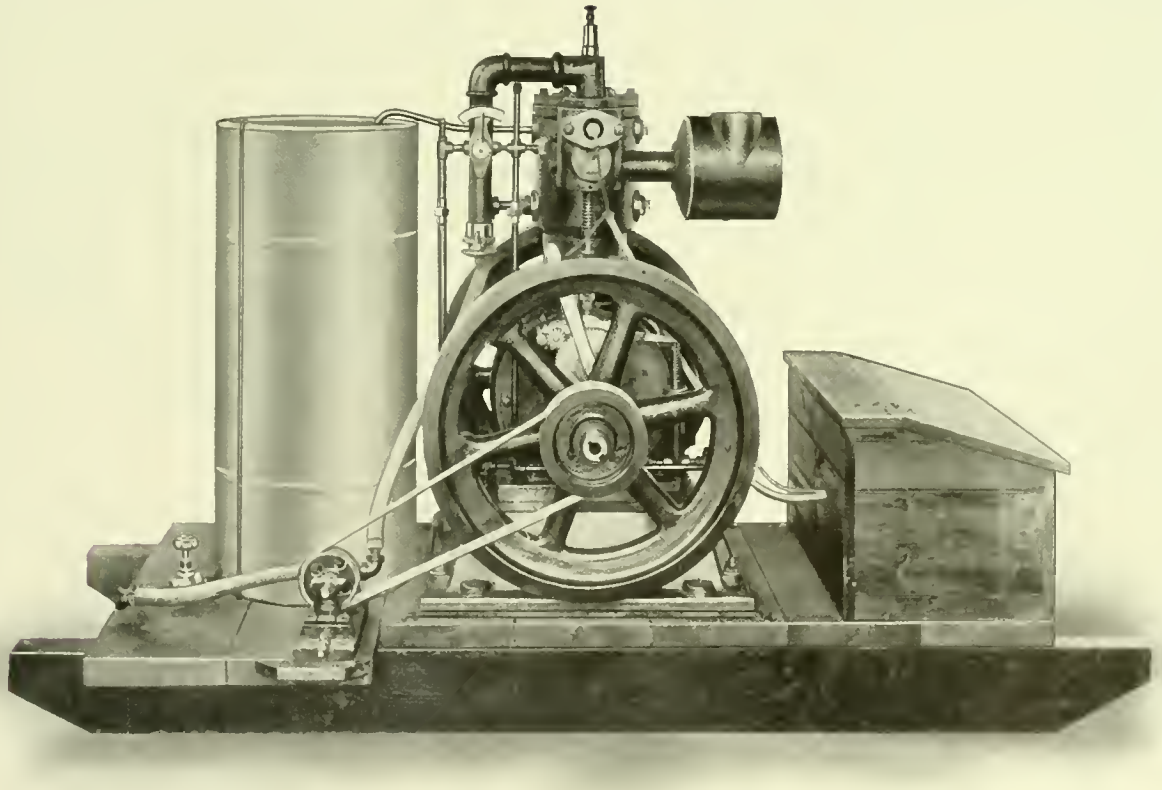
Multifarious are the uses for power to which both gas and gasoline are now put, but in no combination are they more harmoniously and economically harnessed together than in the small-powered engines made by the Greendale Gas Engine Company of 416 West Boylston Street. This concern manufactures one of the few combination gas and gasoline engines now on the market, and it is perhaps the most successful, as it is certainly one of the most economical, both as to purchase price and cost of operation.

The engine is made purposely so that purchasers can use either fuel at will where both are accessible, and the engineer can turn from one fuel to the other almost before you can say Jack Robinson.

The gasoline is in a tank in the base of the machine. The gas is admitted through a feed pipe at the top of the machine. The engineer, by this arrangement, can cut off one fuel and turn on the other almost instantly. Each supply is independent of the other, and each performs its functions as if the other was not connected with the machine.

The advantages of this arrangement are manifold. In some places where these engines are used gas is not accessible. It is necessary to use gasoline. In others gasoline cannot be used because of the heavy insurance due to the fire hazard. It is necessary to use gas. In other places for certain kinds of work a higher ratio of efficiency seems to be obtained by gasoline and the change from gas to gasoline and then back again quickly and without bothering the engine.

The company makes six sizes of engines, all upright, and ranging from $3\frac{1}{2}$ to 30 horse-power, the latter being a double cylinder. The engines are all of the four-cycle type, and have every modern convenience and improvement. The base of the engine is of ample width and length to afford a solid bearing surface on the foundation. It also serves as storage tank for the gasoline, doing away with a separate tank and piping joints, which are continually springing a leak. The company also furnishes outside storage tank, if desired. The crank case is oil-tight, and the crank-shafts for the small powered engines are made of one solid piece of best drop-forged steel (no welds), while in the larger engines the crank-shafts are made of hammered steel. The machine has only two valves, the inlet and exhaust turned from one solid forging of best grade steel, and work vertically. The



GREENDALE GAS ENGINE COMPANY'S 5 H. P. LOW BASE SEMI-PORTABLE GAS ENGINE.

inlet valve is worked by suction, and the exhaust valve seat is thoroughly water-jacketed. The connecting rods, main bearings, cylinder, piston and rings, fly-wheels, regulator and driving pulleys are all of the best material, and capable of the hardest kind of usage. The Hassam Paving Company has bought twenty-three of these engines, and they have given perfect satisfaction in connection with their Grout mixers. They have also been used as motive power for hay-presses, threshing-mills, portable saw-mills, and in many other capacities in small plants remote from water power. The extensive use to which gas is now being put for power purposes renders a combination gas and gasoline engine such as the Greendale Company manufactures almost a necessity in small-powered plants whose economy in operating expenses is a prime factor in earning dividends.

THE MORGAN GASOLINE TRUCK.

Ralph L. Morgan of this city has invented a 50 horse-power gasoline truck for moving heavy loads that he believes has solved the problem of economical transportation of heavy merchandise through city streets. The truck can be operated for $8 a day and will do the work of four teams costing $16 a day.

He has given a practical demonstration of its carrying capacity and speed at the north works of the American Steel & Wire Company, transporting in five days 333,106 pounds of material from the works to the various Worcester freight-houses for shipment. One load carried amounted to 11,880 pounds, exclusive of the shippers, bringing the total load moved well over six tons.

As showing the speed possible to be attained, Mr. Morgan points out that one trip was made from the works to the New York, New Haven & Hartford Railroad freight station and return in seventeen minutes, loading and unloading five and one-half tons of metal in the meantime. The machine will make twelve miles an hour easily, and, Mr. Morgan states, is capable of making fourteen. He has averaged to transport for the American Steel & Wire people loads ranging from 45,190 pounds a day to 87,069 pounds. He has taken with this truck all the business they have offered each day, whatever its extent or variety or weight.

Mr. Morgan has been engaged for twelve years in devising a high powered self propelling vehicle for moving heavy loads. In this gasoline truck he believes he has solved the problem. The truck was built by the Heald Machine Company, and Mr. Morgan holds himself in readiness to build them upon order. The chasse will be the same in every case, but different patterns of bodies will be constructed to suit the varied needs of the customer.

What the Ad-Man Finds.

Did it ever occur to you how large an audience listens to the story of your advertisement in this Magazine? One will say, "Direct advertising appeals to me." Now, circulars are all right in their place, but what better circulation can one have than the mailing list of this publication? What is this circulation? To 600 members free each and every month, also to every advertiser, that he may keep track of his advertisements; to commercial organizations in the United States, Canada and foreign countries; to United States consulates in every country in any way interested in American manufactures; to importers of machine tools, machinery, and other Worcester manufactured products in every country; to prominent hotels in this and other countries, and to the reading tables of steamships bound for foreign ports. Can you beat it?

Another prominent advertiser says: "I always take the Magazine home and find time to wade through it. I find numerous matters of interest to me that have not been brought to my attention elsewhere. When through with it, I mail it to a business friend in a western city. The Magazine is a credit to the Board of Trade, to the city of Worcester, and to every advertiser in it. I believe it to be a good advertising medium for our company."

"I believe that advertising in the Worcester Magazine is effective because of its circulation among commercial organizations," said a prominent advertiser. "Members read the publication because it is issued by a similar organization, and are interested to learn what is being done to advance the interests of Worcester. If they all do as I do, they peruse the paper from cover to cover, advertisements and all, and are extremely likely to find something of personal interest."

"I have sold two machines and have received several inquiries as well, from two insertions in your Magazine. It is all right."—Still another advertiser.

"I've had several inquiries from abroad, and others from various points in our own country. I reckon the Magazine is all to the good."—Still another.

Mr. Man:

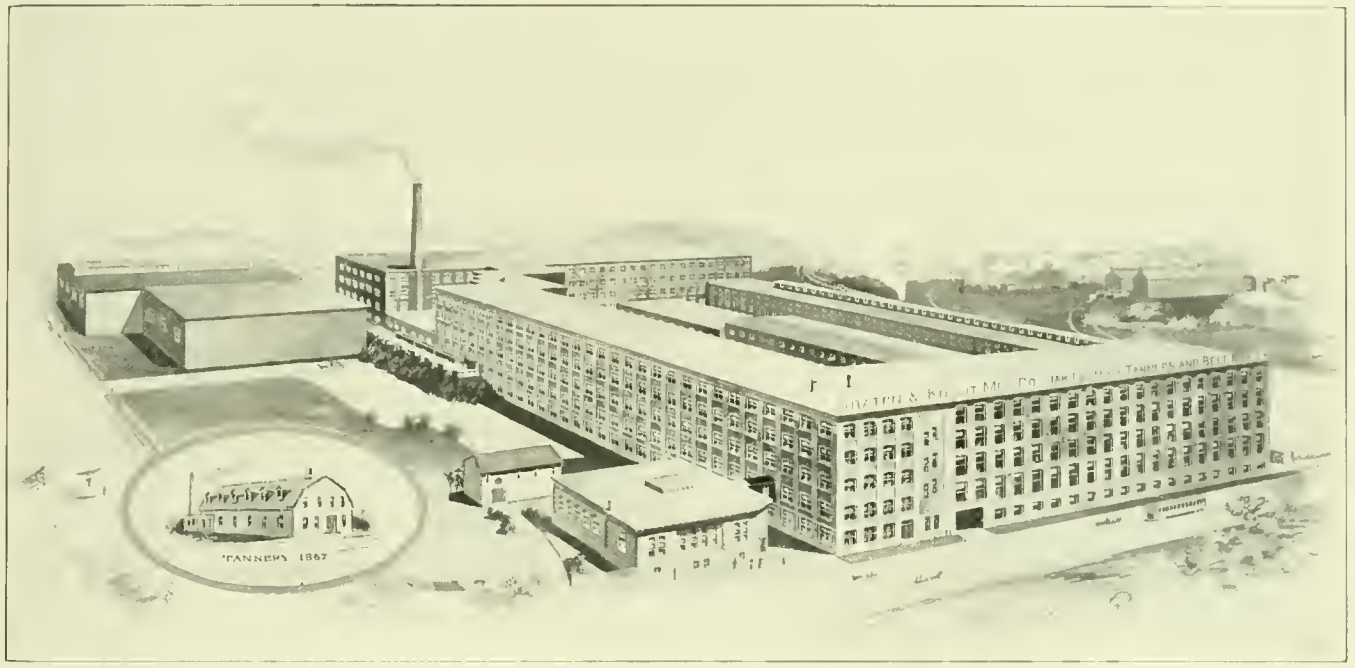
A like experience would be yours if your advertisement appeared in the columns of the Worcester Magazine. Send for the advertising man and let him arrange for its regular appearance during 1909. "Do it for Worcester!"

If you do it for Worcester, you do it for yourself—that which benefits Worcester benefits YOU! WHAT!

Fifty-seven Years in Business

Capital and Surplus $1,800,000.00

Factories and Main Offices of



The Graton & Knight Mfg. Co.

The Largest Leather Belting Manufacturers in America--Who Do Their Own Tanning

Worcester, Mass., U. S. A.

The tannery and factory (see above illustration) occupy a floor space of 339,062 square feet, nearly eight acres. More than one thousand people are employed directly in tanning (our tannery has a capacity of over 200,000 hides annually), manufacturing and marketing our product. This does not include the hundreds of dealers who handle our belting.

We are the Originators and Pioneer Manufacturers of Waterproof Leather Belting

Neptune Brand, absolutely waterproof, is not only the oldest waterproof leather belting on the market (it is now in its sixth year), but it has been awarded two gold medals, one each at Portland, Ore., and Jamestown, Va., expositions. Although imitated, its equal has yet to be produced. Ask for booklet 8—it tells the "Neptune" story in an interesting manner.

Aside from the stock carried by dealers in the large manufacturing centres, we carry a full stock of both the waterproof and regular leather belting at each of the following BRANCH STORES:

Atlanta, Ga., 91 S. Forsyth St.
Chicago, Ill., 165 E. Lake St.
Minneapolis, Minn., 116-118 First Ave., N.
Philadelphia, Pa., 132 No. Third St.
San Francisco, Cal., 30-32 Fremont St.
St. Louis, Mo., 614 No. Third St.

Boston, Mass., 33 Lincoln St.
Milwaukee, Wis., 103 W. Water St.
New York, N. Y., 72 Warren St.
Portland, Ore., 51 First St.
Seattle, Wash., 219 Occidental Ave.

WORCESTER TRUST COMPANY

INCORPORATED 1868

MAIN OFFICE, 342-344 MAIN STREET CITY HALL BRANCH, 448 MAIN STREET
LINCOLN SQUARE BRANCH, 11 MAIN STREET

Capital, - - - - - -	$500,000
Surplus and Profits - - - -	800,000
Stockholders' Liability, - - - -	500,000
	$1,800,000

Total Resources - $10,000,000

This Company transacts a general banking business and is authorized to act as Executor, Administrator, Guardian, Assignee, Receiver, Trustee

Solicits accounts from individuals, firms, corporations, administrators, executors and trustees of estates, and makes satisfactory arrangements for interest on such accounts

President
WILLIAM D. LUEY

Vice-Presidents
HENRY A. MARSH NATHANIEL PAINE
HENRY P. MURRAY

Treasurer
SAMUEL H. CLARY

Secretary
ALVIN J. DANIELS

Directors

Charles S. Barton
George F. Blake
A. George Bullock
John H. Coes
Alexander DeWitt
Thomas B. Eaton
William Endicott, Jr
Henry F. Harris
Charles H. Hutchins
Lincoln N. Kinnicutt
Edwin T. Marble
J. Russel Marble
A. W. Parmelee
Neal Rantoul
William H. Sawyer
Frank Bulkeley Smith
Charles M. Thayer
Robert M. Washburn
George W. Wells
M. J. Whittall
G. Marston Whitin
Robert Winsor
A. O. Young

THE WORCESTER NATIONAL BANK

11 FOSTER STREET, WORCESTER, MASS.

FOUNDED 1804

This bank combines the four essentials of a good depository:
Financial Strength, Long Experience, Conservative Management and Perfect Equipment

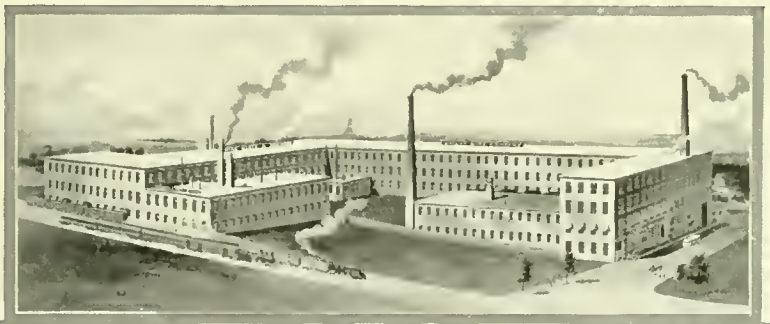
DIRECTORS

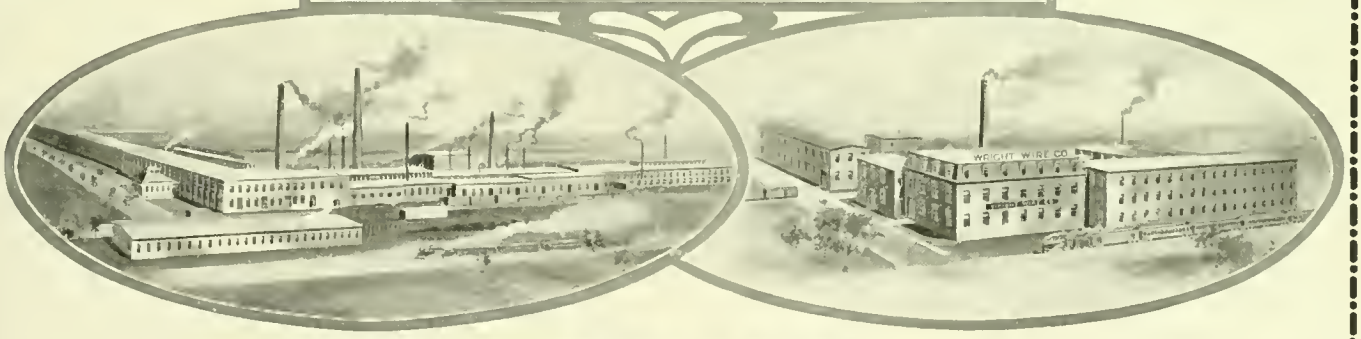
A. GEORGE BULLOCK
CHARLES A. CHASE
JAMES P. HAMILTON
LINCOLN N. KINNICUTT
EDWARD L. DAVIS
GEORGE F. BROOKS
PAUL B. MORGAN
REGINALD WASHBURN
MATTHEW J. WHITTALL

JAMES P. HAMILTON, President S. D. SPURR, Cashier F. M. HEDDEN, Assistant Cashier

WIRE
WIRE CLOTH
Wire Clothes Lines
Picture Cord
Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES

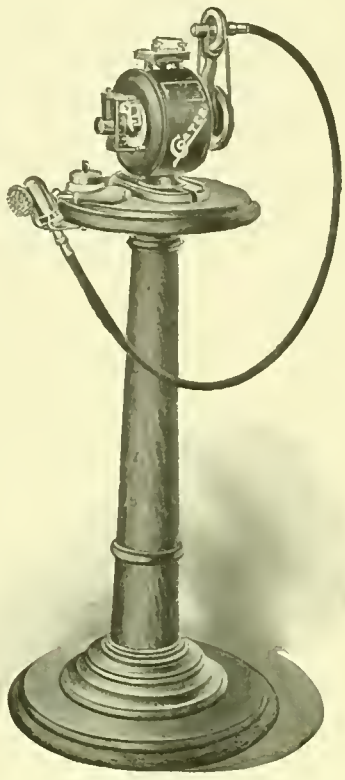
POULTRY NETTING
Wire Rope Staples
Flower Bed Guard
and Trellis
Wire Fencing
Elevator Cabs and
Enclosures





Wright Wire Company

FACTORIES
WORCESTER and PALMER, MASS.
Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO



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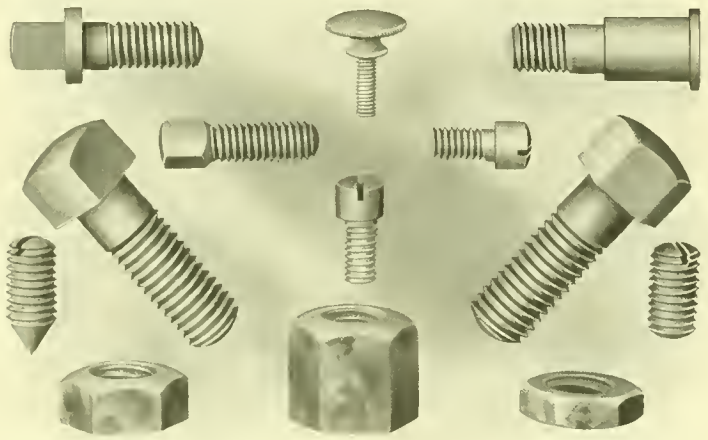

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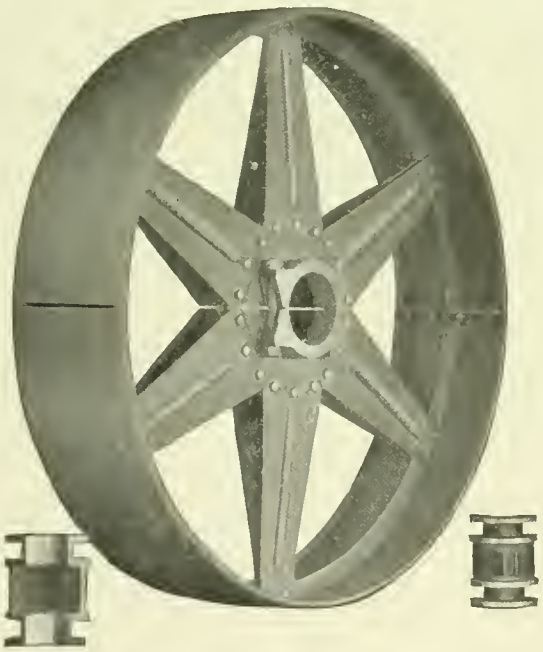

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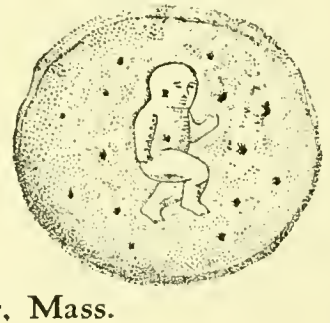

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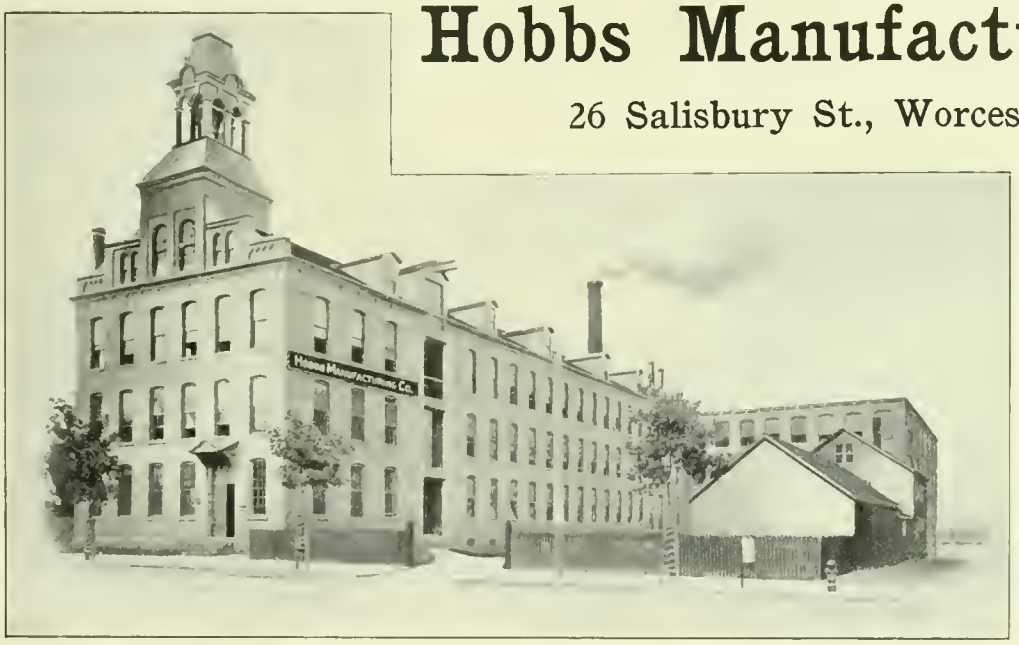

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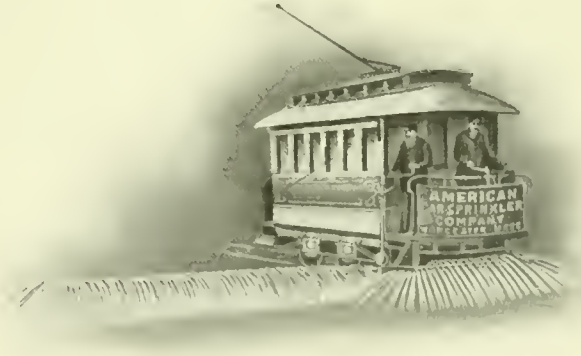

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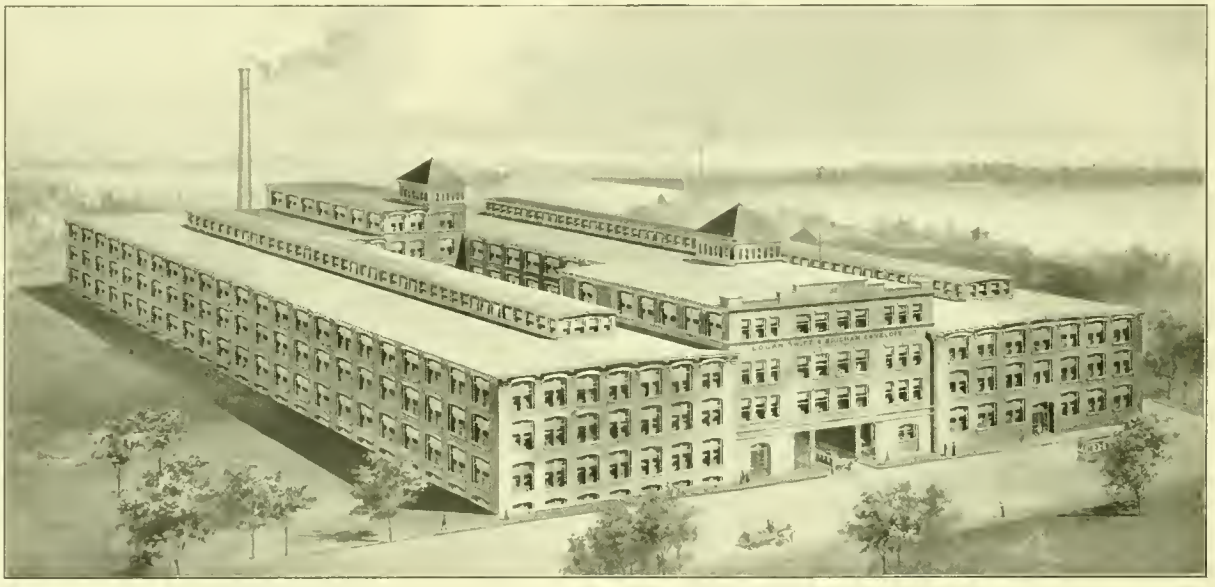

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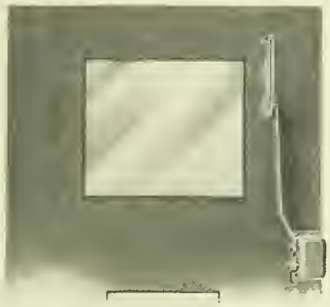

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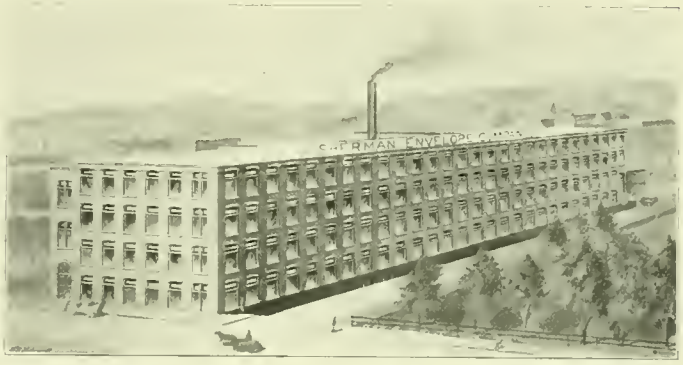

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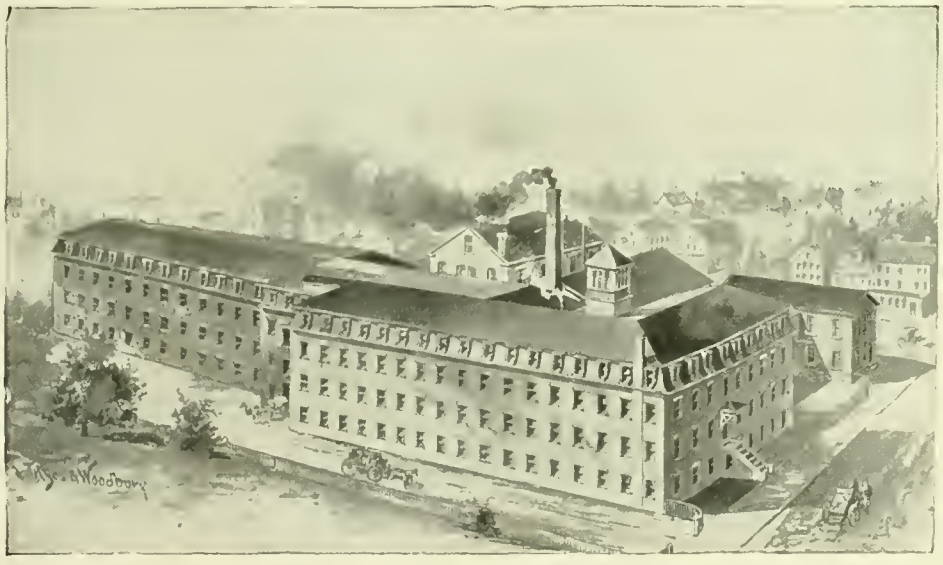

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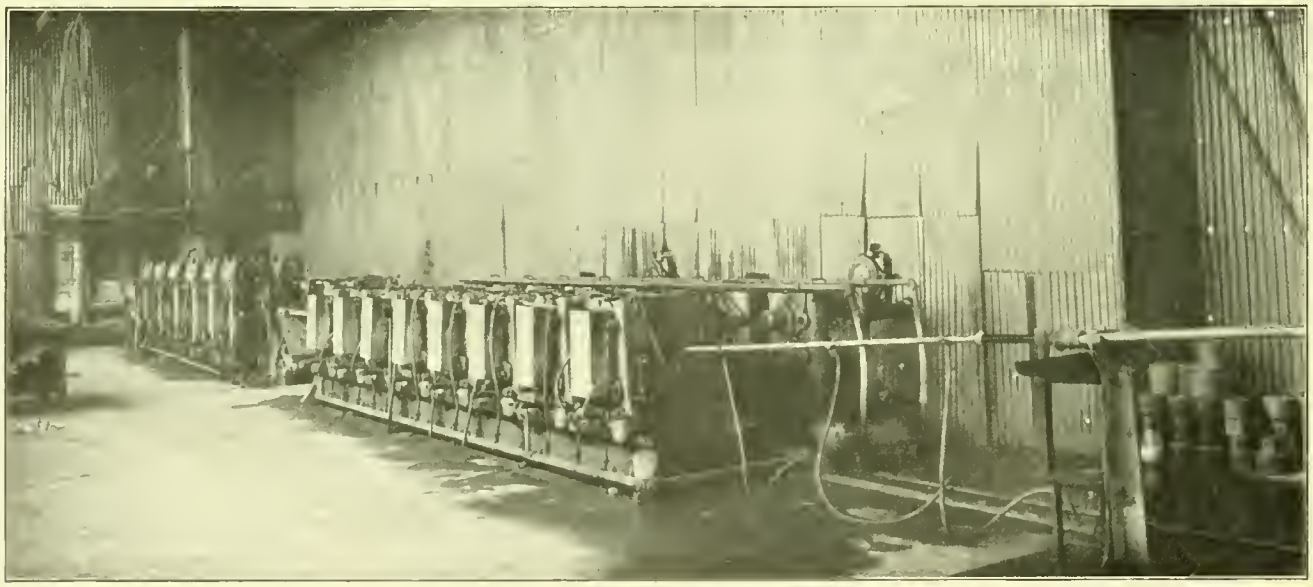

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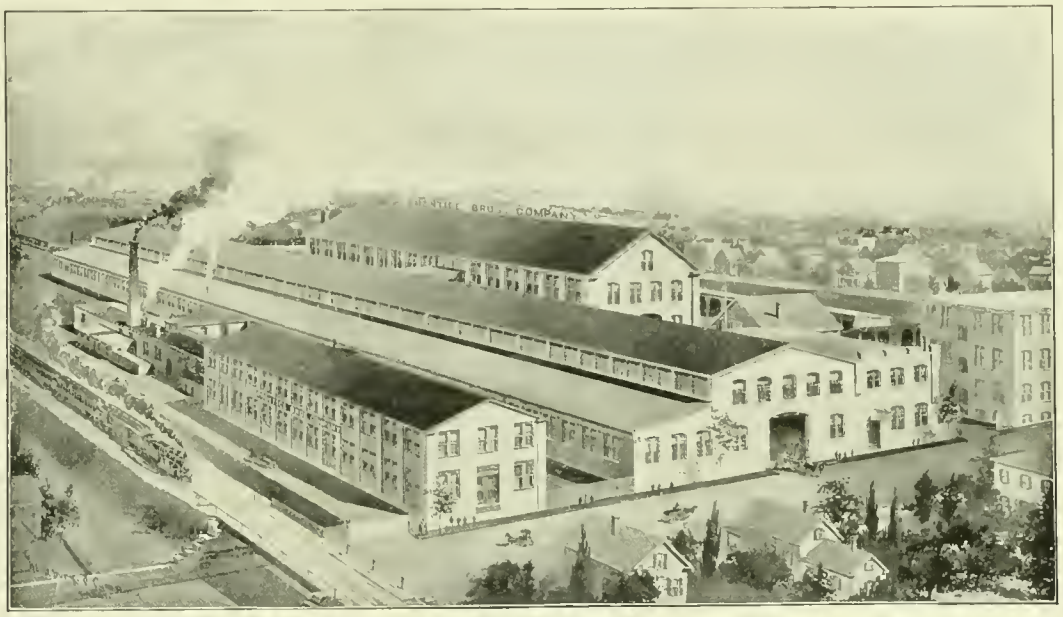

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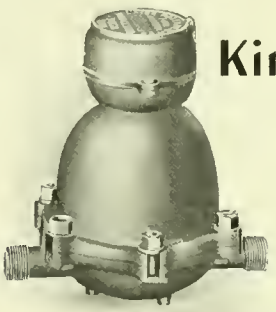

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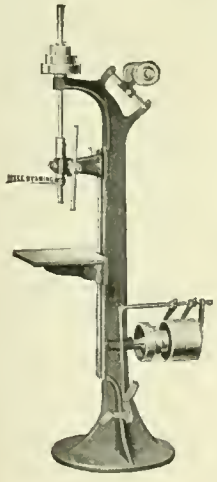

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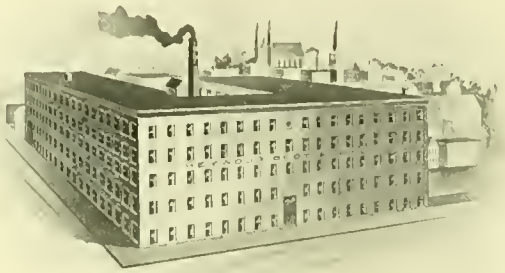

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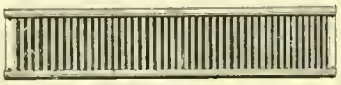
LOOM  REEDS

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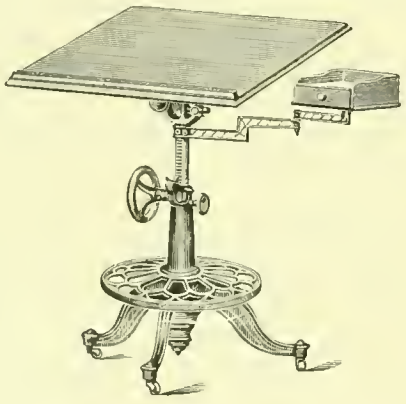

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Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper, xxxi
American Car Sprinkler Co., car sprinklers, xxix
Anthony Screw Co., screws, xxvi
Brownell, George L., twisting and spinning machinery, xxxii
Boston Pressed Metal Co., transom adjusters, xxxi
Blake, Jr., & Co., George F., iron and steel, and supplies, xxxiii
Blanchard & Co., F. S., printers, xxv
Commonwealth Press, printers, xxvii
Crawford & Co., woolen machinery and mill supplies, xxxii
Crompton & Knowles Loom Works, looms, Inside back cover
Central Supply Co., steam and gas supplies, Inside front cover
Coates Clipper Mfg. Co., massage machine, iv
Grant, Charles E., fire insurance, xxv
Graton & Knight Mfg. Co., The, leather belting, i
Hammond Reed Co., organ reeds, reed boards, organ supplies, xxxi
Hill Dryer Co., clothes dryers, "Hustler" ash sifter, xxix
Harrington & Richardson Arms Co., firearms, Inside front cover
Hobbs Manufacturing Co., wood-working and box-making machinery, xxix
Heald Machine Co., The, machine tools, grinding machines, xxviii
Heywood Boot & Shoe Co., fine shoes, xxxiv
Hudson Belting Co., leather belting, xxvii
Jackson St. Foundry, iron castings, xxxvi
Kidder, R. E., drawing tables, xxxvi
Logan, Swift & Brigham, envelopes, xxx
Morgan Construction Co., rolling mill equipment, xxxii
Matthews Mfg. Co., stove trimmings, ferrules, etc., xxxii
New England Biscuit Co., bakers of crackers and specialties, xxviii
Norcross Brothers, contractors and builders, xxxv
Norton Company, grinding wheels, Inside back cover
Parker Wire Goods Co., general and special wire hardware, xxxvi
People's Savings Bank, xxv
Porter & Co., S., lasts, xxvii
Pratt & Inman, iron and steel, xxxii
Pratt, Robert G., supplies for narrow fabric looms, xxxvi
Prentice Bros. Company, drilling machines, engine lathes, xxxiii
Reed Company, Francis, drilling machines, planer chucks, xxxiii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc., xxvi
Sherman Envelope Co., envelopes and specialties, xxxi
Spencer Wire Co., wire and wire articles, wire fences, xxvi
Standard Foundry Co., iron castings, xxix
State Mutual Life Assurance Co., xxxv
Union Water Meter Co., water meters, xxxiii
Warren, J. F. & W. H., leather belting and mill supplies, xxx
Warren Leather Goods Co., suit cases, bags and supplies, xxxiii
Whitaker Reed Co., loom reeds, belt hooks and wire goods, xxxvi
Whitney Co., George C., valentines and holiday novelties, xxviii
Winslow Skate Co., ice and roller skates, xxv
Wire Goods Co., The, everything in wire, iv
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc., iv
Worcester Consolidated Street Railway Co., xxxiv
Worcester Machine Screw Co., set, cap and machine screws, xxx
Worcester National Bank, iii
Worcester Pressed Steel Co., ball bearings, automobile and bicycle parts, metal stampings, xxviii
Worcester Trust Co., ii
Wright Wire Co., wire and wire cloth, wire rope, etc., iii
Wyman & Gordon Co., drop forgings, Inside front cover

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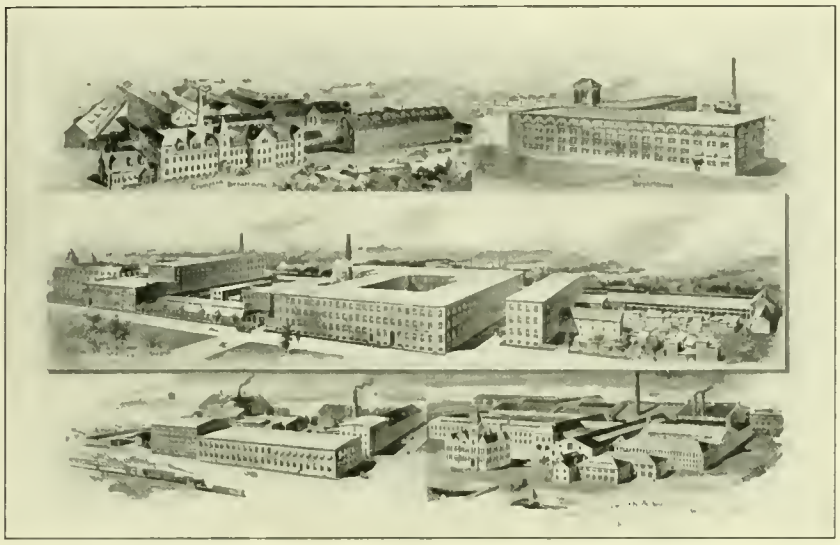

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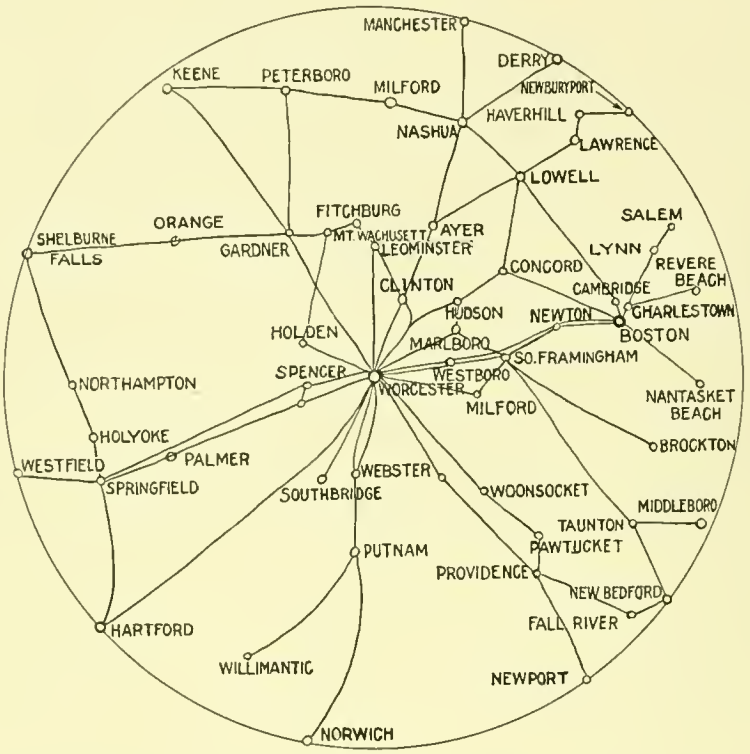

The Most Advantageous Shipping Point in the East

Half a Million Consumers

within a

RADIUS OF TWENTY-FIVE MILES

FACT - - 48,000,000 PEOPLE

One of Many

carried by electric railways centering in Worcester in 1907

Write to the Secretary of the BOARD OF TRADE of

WORCESTER

The Greatest Inland Manufacturing City in the World

The Backbone Centers from the Hides of 245 STEERS 12 CARLOADS Were used in making this BELT

This tells the story

of what is believed to be the

Largest Leather Belt

on the

Pacific Coast

(It is in use in one of California's big lumber mills.)

It is the embodiment of fifty-seven years' experience in belt building, coupled with tanning and factory facilities that are unequalled.

While we make large drive belts by the hundreds, we also make belts for every other purpose.

If you are interested in

Waterproof Leather Belting

you will want a copy of our "Booklet No. 8." We mail it free upon request.

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Graton & Knight Mfg. Co.

Belt Makers since 1851 Oak Tanners since 1867

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San Francisco, Cal., 30-32 Fremont St.
Seattle, Wash., 219 Occidental Ave.
St. Louis, Mo., 614 N. Third St.

WORCESTER TRUST COMPANY

INCORPORATED 1868

MAIN OFFICE, 342-344 MAIN STREET CITY HALL BRANCH, 448 MAIN STREET
LINCOLN SQUARE BRANCH, 11 MAIN STREET

Capital, - - - - - -	$500,000
Surplus and Profits - - - -	800,000
Stockholders' Liability, - - - -	500,000
	$1,800,000

Total Resources - $10,000,000

This Company transacts a general banking business and is authorized to act as Executor, Administrator, Guardian, Assignee, Receiver, Trustee

Solicits accounts from individuals, firms, corporations, administrators, executors and trustees of estates, and makes satisfactory arrangements for interest on such accounts

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No. 11 FOSTER STREET

The Oldest Bank in Worcester.

RESOURCES OVER FOUR MILLION DOLLARS.

All business transactions intrusted to this bank are safeguarded by its large resources, and the conservative policy which has been consistently followed for more than a century.

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WIRE CLOTH

Wire Clothes Lines
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Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES

POULTRY NETTING

Wire Rope Staples
Flower Bed Guard
and Trellis
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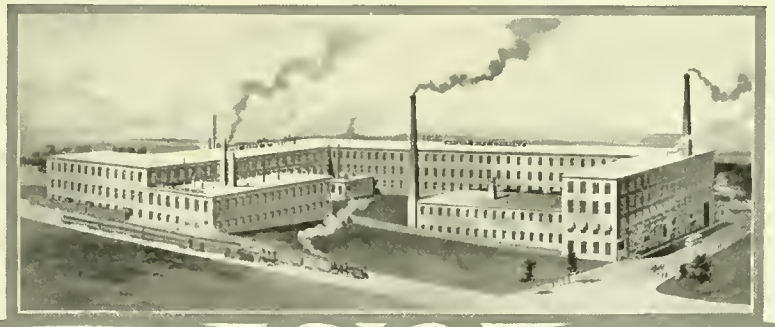
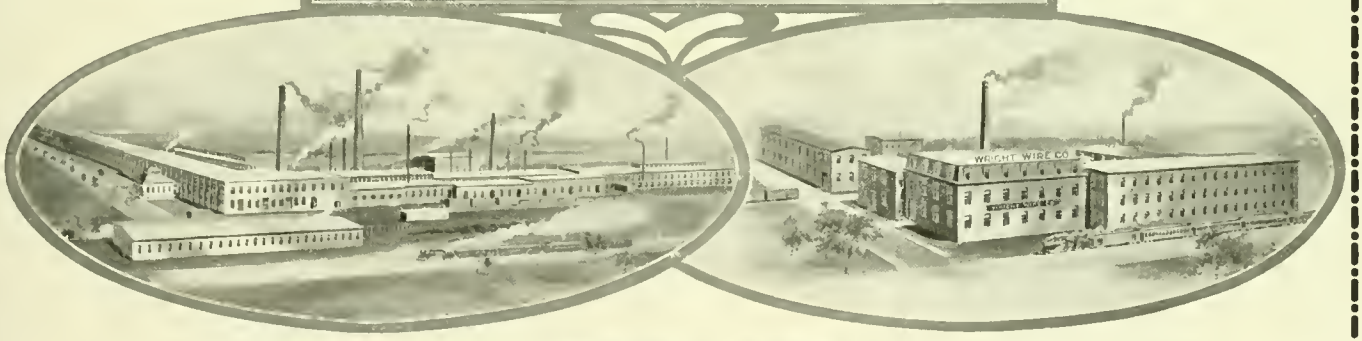
Elevator Cabs and
Enclosures

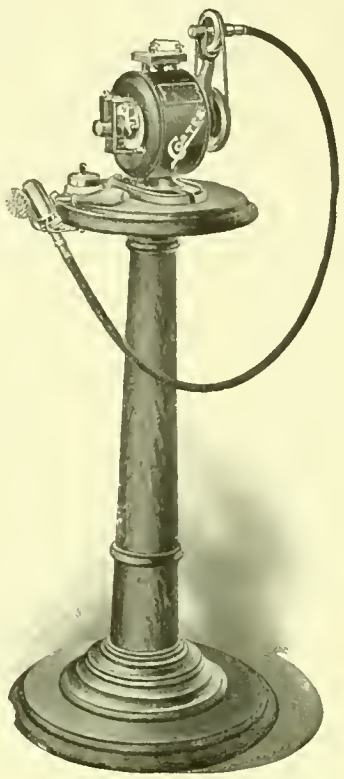




Wright Wire Company

FACTORIES
WORCESTER and PALMER, MASS.

Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO



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Built for service. Its variable heat is all controlled in the head, 30,000 distinct motions per minute.

Demonstration given at our office at any time.

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Woodbury Carlton Co.

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HALFTONE ENGRAVINGS
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Deposits and withdrawals may be made by mail

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ESTABLISHED MAY, 1906

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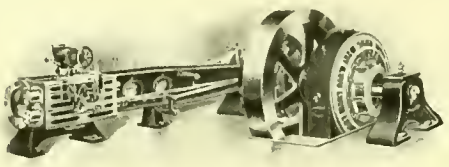

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Manufacturers Are Hereby Invited to Call and Inspect Our System

School Hours: 7 a. m. to 9.30 p. m.

MASSACHUSETTS SCHOOL OF ENGINEERING

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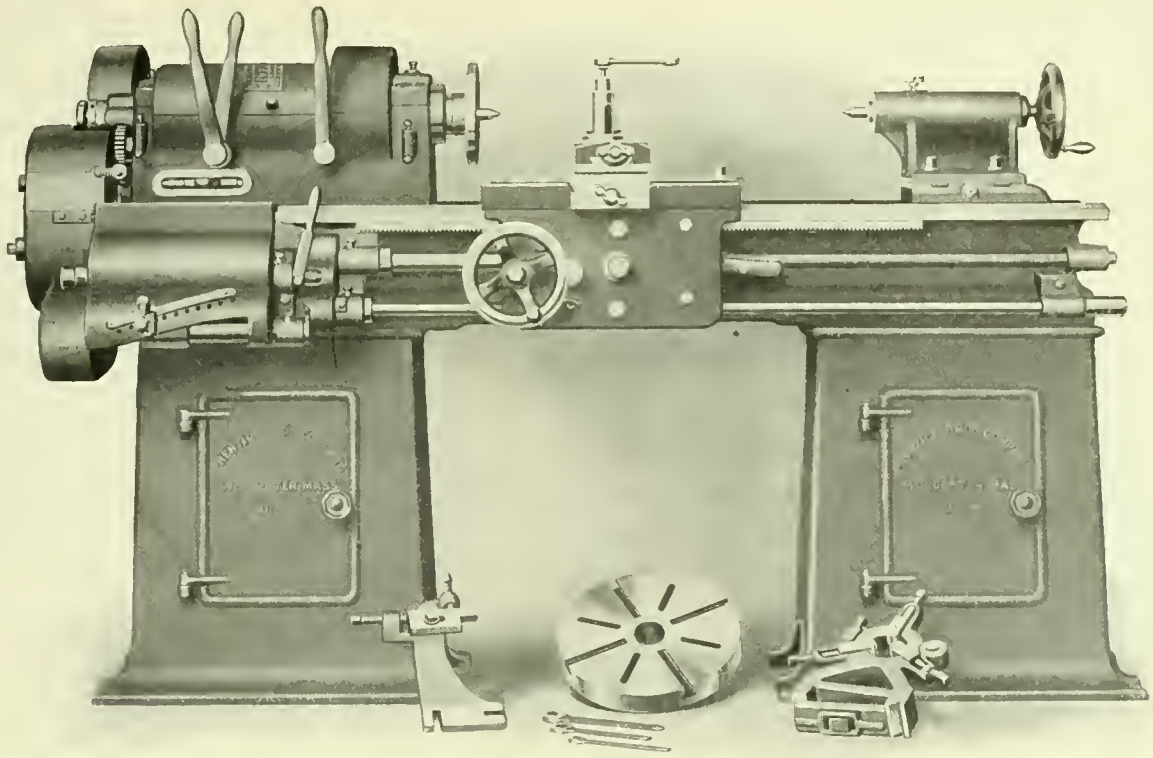

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Upright and Radial Drilling Machines and Engine Lathes

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Beams, Channels, Angles and Tees

Supplies for Blacksmiths, Carriage Makers
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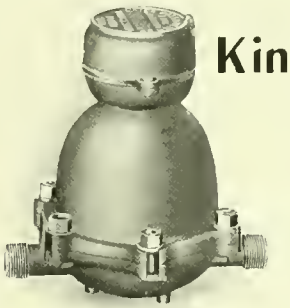

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Best Material and Workmanship

CONTRACTORS, PATRONIZE HOME INDUSTRY

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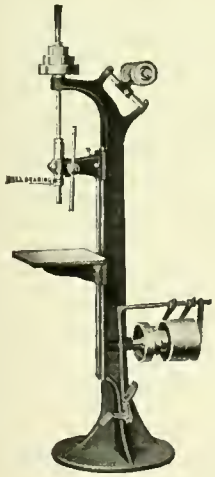

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Manufacturers of

Sensitive Drills with or without power feed, with one to twelve spindles.
Clamp Drills made in two styles and four sizes.
Drilling Machines for hand and power for the blacksmith and carriage trade.
Planer Chucks with round and square base, with jaws from six to thirty inches long.
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Nut Tappers with two, three and four spindles.
Drilling Attachments for any number of spindles.

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Manufacturers of

SUIT CASES
BAGS
SAMPLE CASES

AND

SPECIAL WORK
IN LEATHER
AND CANVAS

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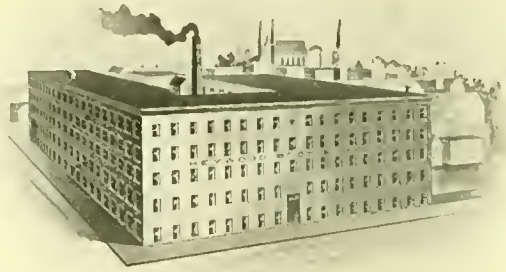

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Manufacturers

Worcester, Massachusetts, U. S. A.

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Incorporated 1844.

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FOR RIBBON,
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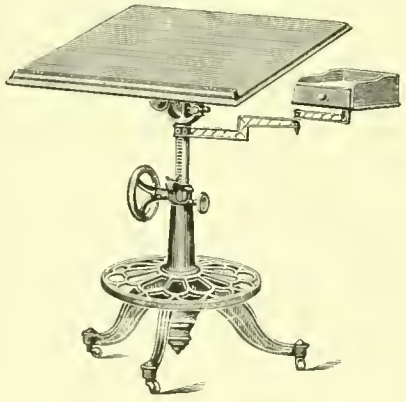

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Light and Heavy

IRON CASTINGS

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52 Jackson St., Worcester, Mass.

PARKER WIRE GOODS COMPANY

MANUFACTURERS

GENERAL AND SPECIAL

WIRE HARDWARE

Worcester, Mass., U. S. A.

Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper, xxxi
American Car Sprinkler Co., car sprinklers, xxix
Anthony Screw Co., screws, xxvi
Brownell, George L., twisting and spinning machinery, xxxii
Boston Pressed Metal Co., transom adjusters, xxxi
Blake, Jr., & Co., George F., iron and steel, and supplies, xxxiii
Blanchard & Co., F. S., printers, xxviii
Commonwealth Press, printers, xxvii
Crawford & Co., woolen machinery and mill supplies, xxxii
Crompton & Knowles Loom Works, looms, Inside back cover
Central Supply Co., steam and gas supplies, Inside front cover
Coates Clipper Mfg. Co., massage machine, iv
Duncan & Goodell Co. xxvii
Grant, Charles E., fire insurance, xxv
Graton & Knight Mfg. Co., The, leather belting, i
Greene & Bates, insurance, xxv
Hammond Reed Co., organ reeds, reed boards, organ supplies, xxxi
Hill Dryer Co., clothes dryers, "Hustler" ash sifter, xxix
Harrington & Richardson Arms Co., firearms, Inside front cover
Hobbs Manufacturing Co., wood-working and box-making machinery, xxix
Heald Machine Co., The, machine tools, grinding machines, xxviii
Heywood Boot & Shoe Co., fine shoes, xxxiv
Hudson Belting Co., leather belting, xxvii
Jackson St. Foundry, iron castings, xxxvi
Kidder, R. E., drawing tables, xxxvi
Logan, Swift & Brigham, envelopes, xxx
Marble, J. Russell xxviii
Morgan Construction Co., rolling mill equipment, xxxii
Massachusetts School of Engineering, iv
Matthews Mfg. Co., stove trimmings, ferrules, etc., xxxii
New England Biscuit Co., bakers of crackers and specialties, xxv
Norcross Brothers, contractors and builders, xxxv
Norton Company, grinding wheels, Inside back cover
Parker Wire Goods Co., general and special wire hardware, xxxvi
People's Savings Bank, iv
Porter & Co., S., lasts, xxvii
Pratt & Inman, iron and steel, xxxii
Pratt, Robert G., supplies for narrow fabric looms, xxxvi
Prentice Bros. Company, drilling machines, engine lathes, xxxiii
Reed Company, Francis, drilling machines, planer chucks, xxxiii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc., xxvi
Sherman Envelope Co., envelopes and specialties, xxxi
Spencer Wire Co., wire and wire articles, wire fences, xxvi
Standard Foundry Co., iron castings, xxix
State Mutual Life Assurance Co., xxxv
Union Water Meter Co., water meters, xxxiii
Warren, J. F. & W. H., leather belting and mill supplies, xxx
Warren Leather Goods Co., suit cases, bags and supplies, xxxiii
Whitaker Reed Co., loom reeds, belt hooks and wire goods, xxxvi
Whitney Co., George C., valentines and holiday novelties, xxviii
Winslow Skate Co., ice and roller skates, xxv
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc., iv
Worcester Consolidated Street Railway Co., xxxiv
Worcester Machine Screw Co., set, cap and machine screws, xxx
Worcester National Bank, iii
Worcester Pressed Steel Co., ball bearings, automobile and bicycle parts, metal stampings, xxviii
Worcester Trust Co., ii
Wright Wire Co., wire and wire cloth, wire rope, etc., iii
Wyman & Gordon Co., drop forgings, Inside front cover

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THE BEST ICE AND ROLLER SKATES

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No. 17 with "Web" Steel Ball-Bearing Rolls

Made in all styles and grades. Our new illustrated catalogues are free. Write for a copy. State whether you are interested in Ice or Roller Skates.

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GENERAL INSURANCE AGENCY.

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Our office was founded in 1843, and represents only the leading companies.

GREENE & BATES
405 MAIN ST.

To Real Estate Owners

The Worcester Board of Trade wants to keep on file at the Secretary's office a complete list of places where floor space can be secured for manufacturing and business purposes. There are calls made every day for such information. The Secretary would appreciate it if every owner of a building in Worcester used for manufacturing or mercantile business would furnish particulars of what he has for renting purposes, and if landowners would also file a list of available building sites. State owner, location, whether store or factory, amount of floor space, amount of power available and approximate rental. If it is land for manufacturing purposes, state owner, location, number of square feet, general dimensions, any building thereon; if so, give floor space, number stories, brick or wood, power plant with horse power, and purposes last used. Also give name of railroad near it and side-track facilities. Give price that can be used as basis of negotiation.

This information is for the use of the Secretary, and is not to be used for any purpose except to locate new or present business interests. No compensation is to be asked for any lease or rental that may be brought about by the Board of Trade.

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WOOD AND MACHINE SCREWS

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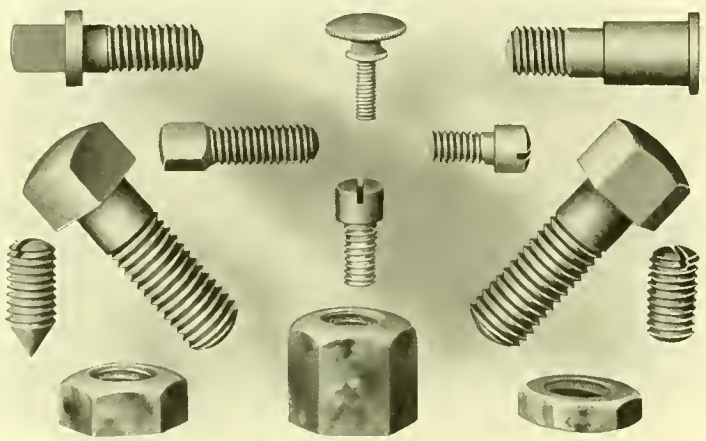

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Specialties Manufactured

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HEXAGON NUTS

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Better than Rubber or Canvas
WATERPROOF Mermaid Leather BELTING
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THE BUILDERS' HARDWARE

FOR THE

SLATER BUILDING also

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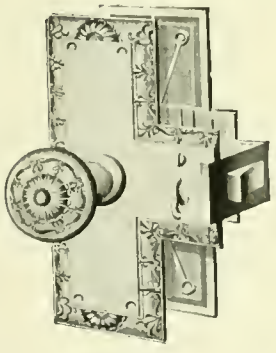

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Come in and see our new BUILDERS' HARDWARE Sample Room

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Once a customer, always one

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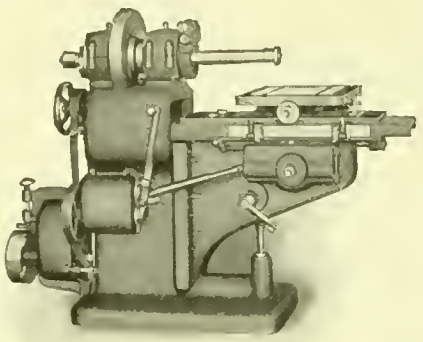

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We also grind cylinders to order

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Manufacturers of

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Office and Factory
67 Union Street **Worcester, Massachusetts**

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F. S. BLANCHARD & CO., Worcester, Mass.

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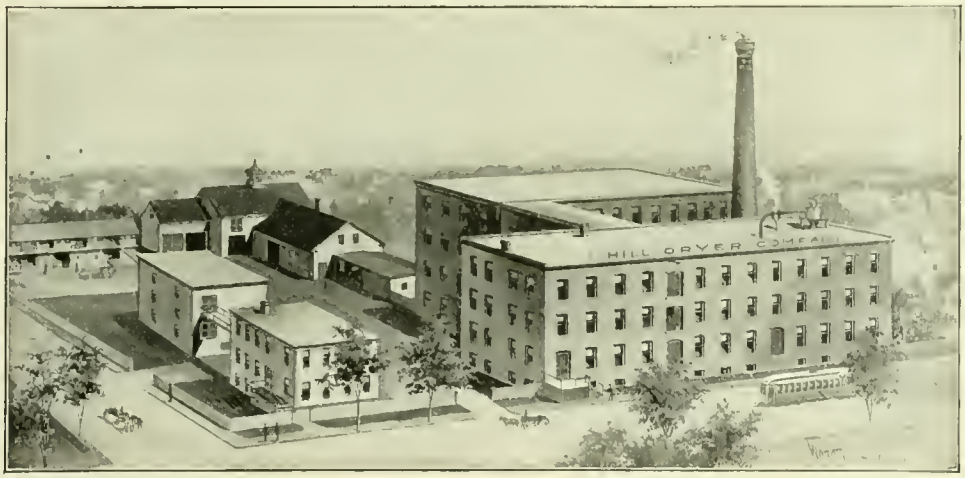

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New York Office, 1133 Broadway

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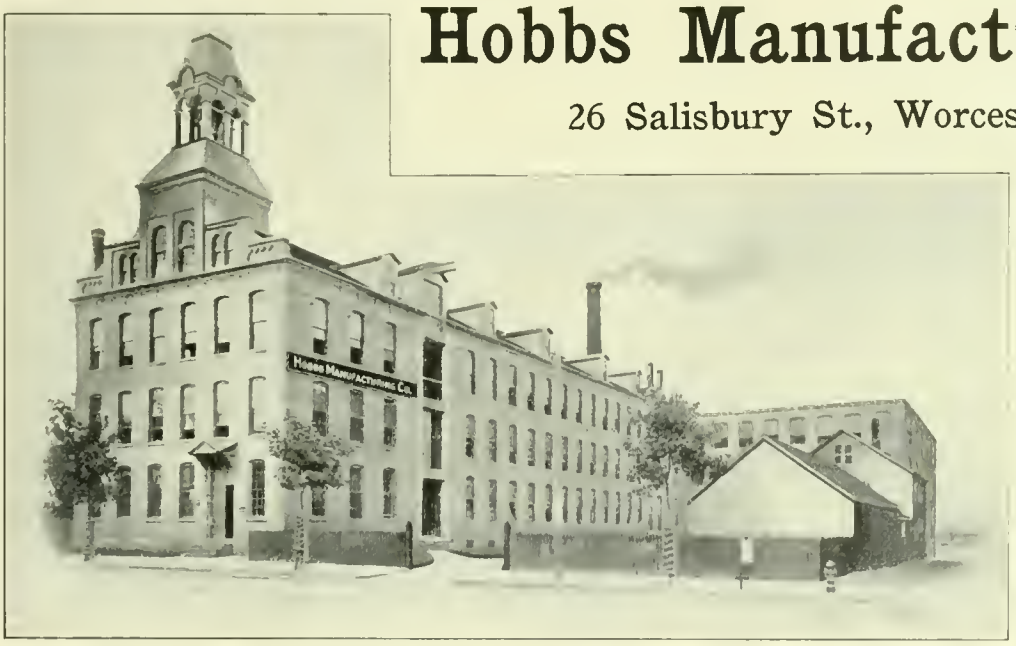

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Special attention given to the Manufacture of High Grade

Machinery Castings

Tainter and Gardner Streets
Worcester, Mass.

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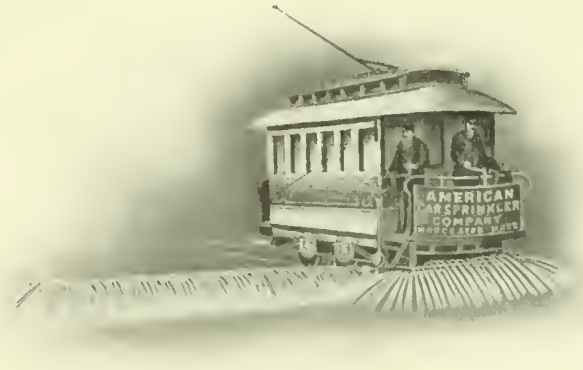

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LEATHER BELTING

Special WATERPROOF / OILPROOF Belting

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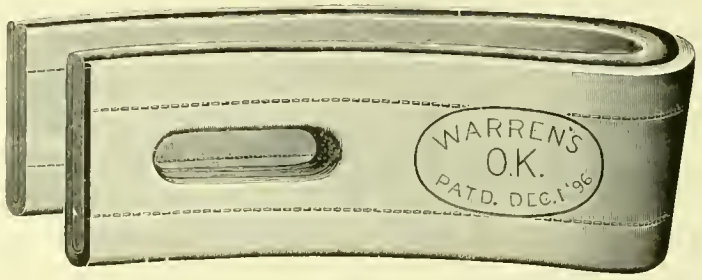

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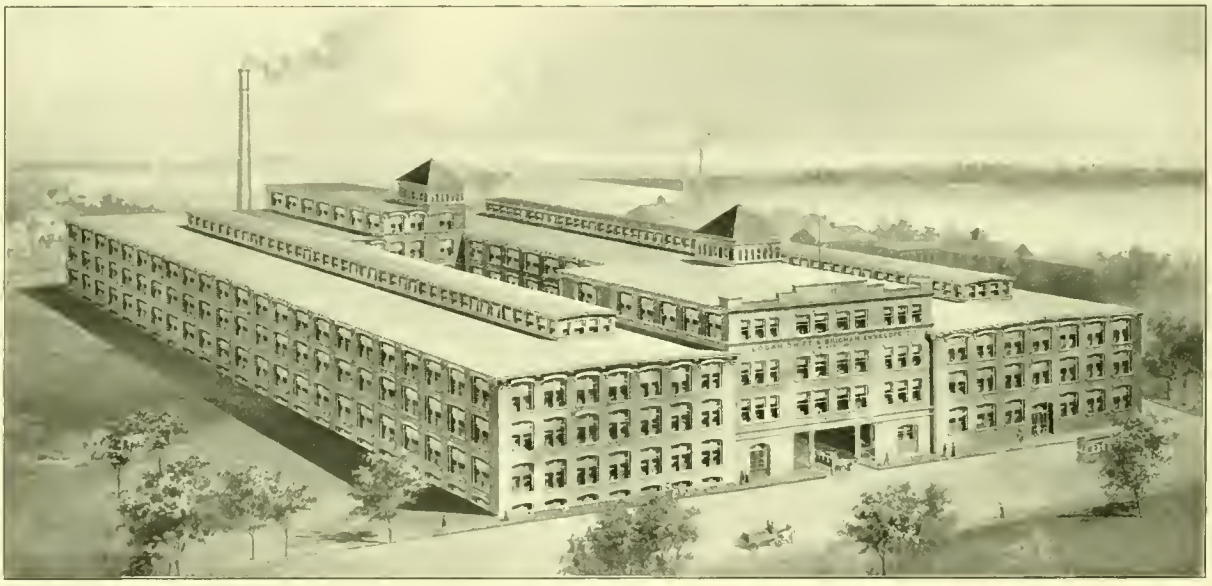

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Insures economy and absolute accuracy in the addressing of all your mail matter.

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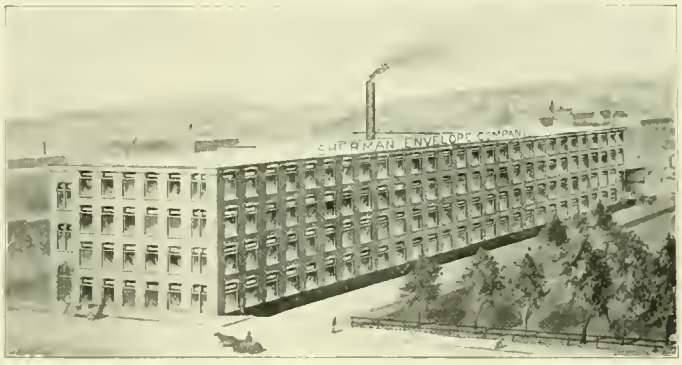

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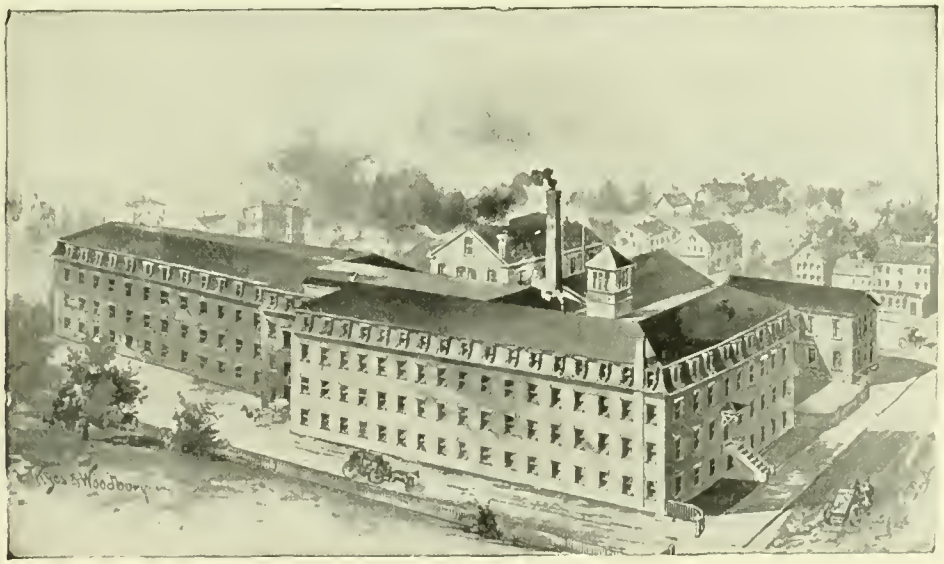

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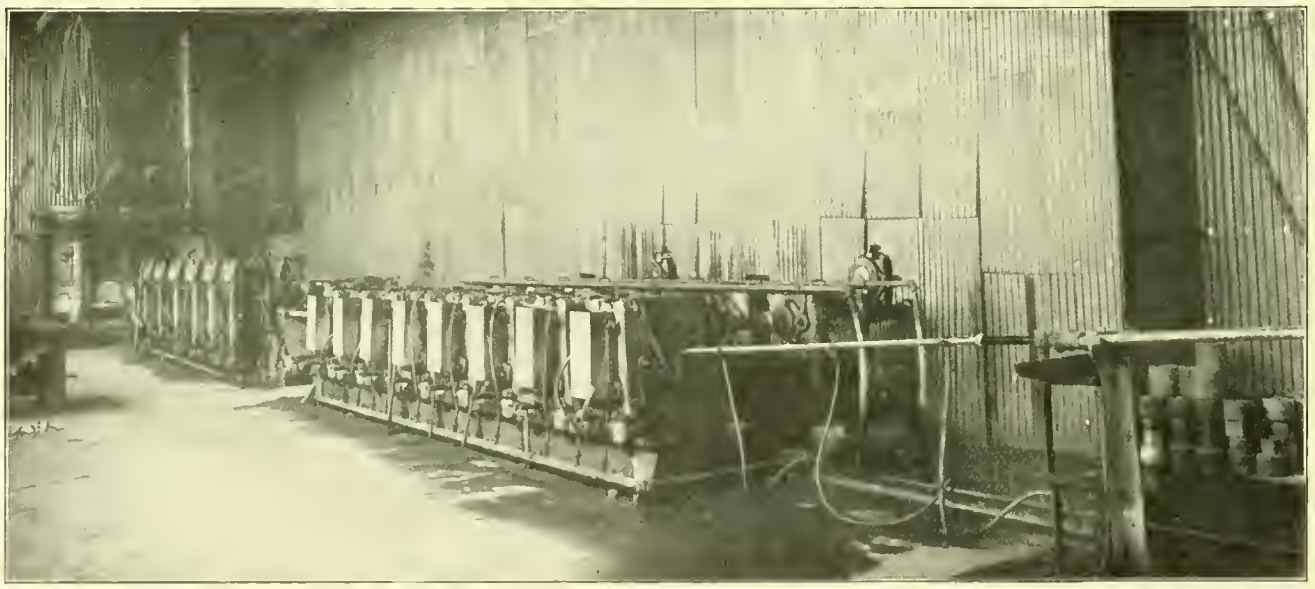

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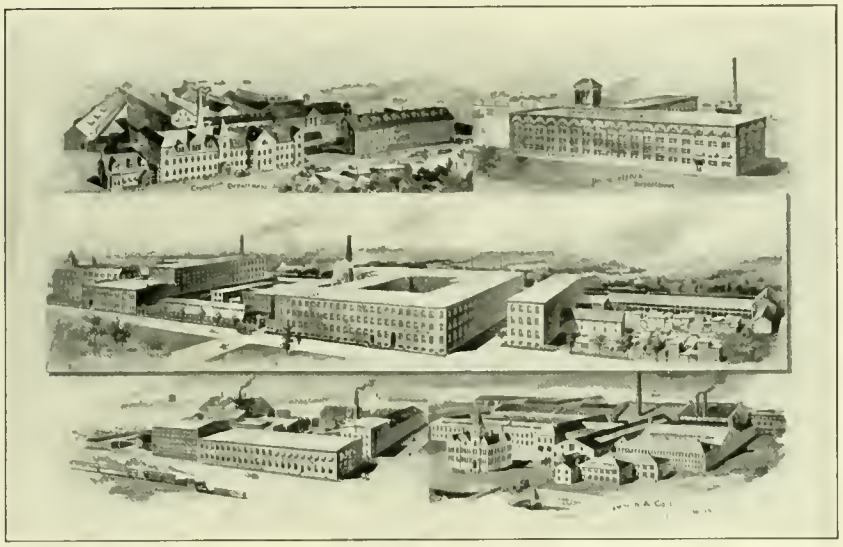

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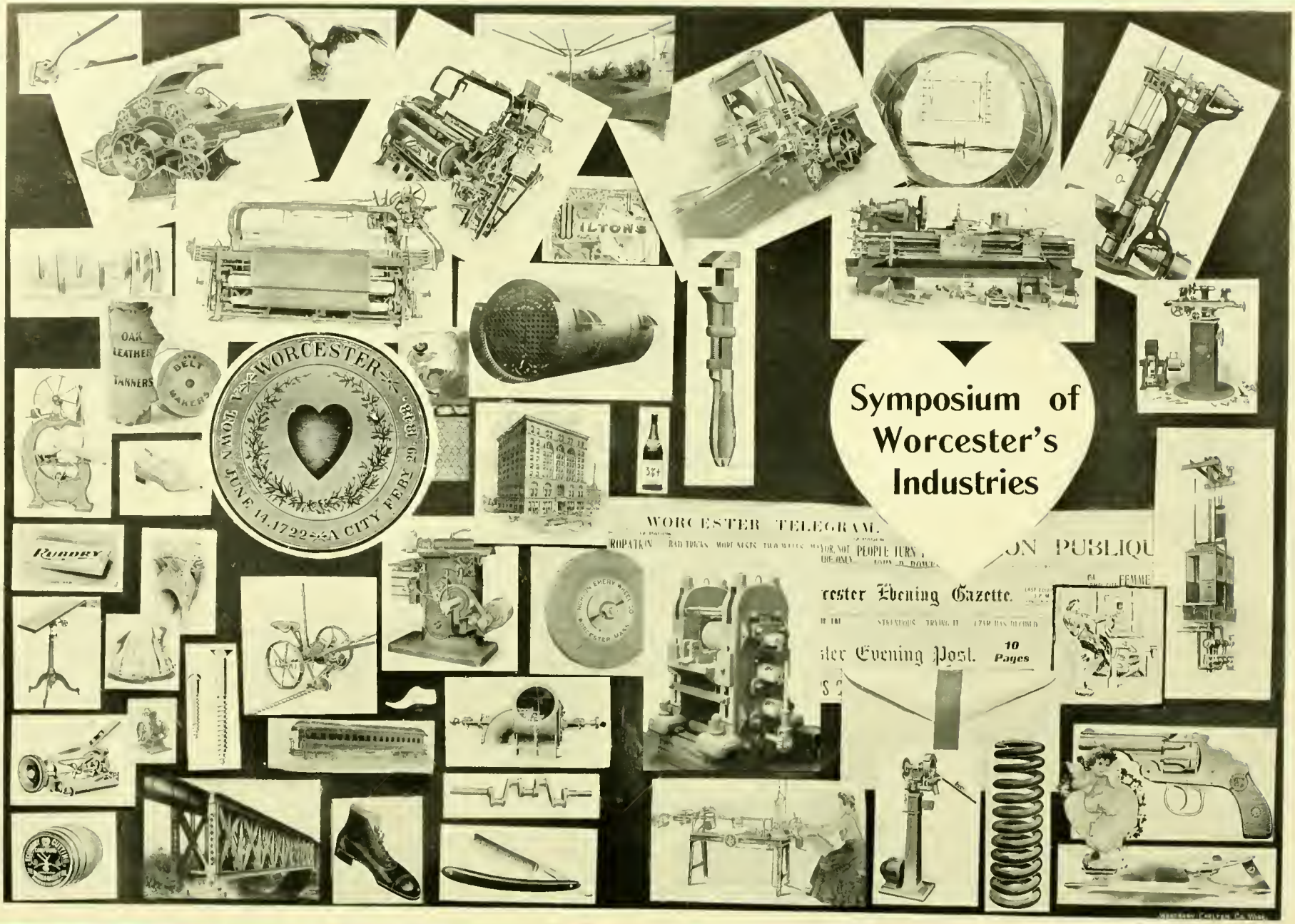
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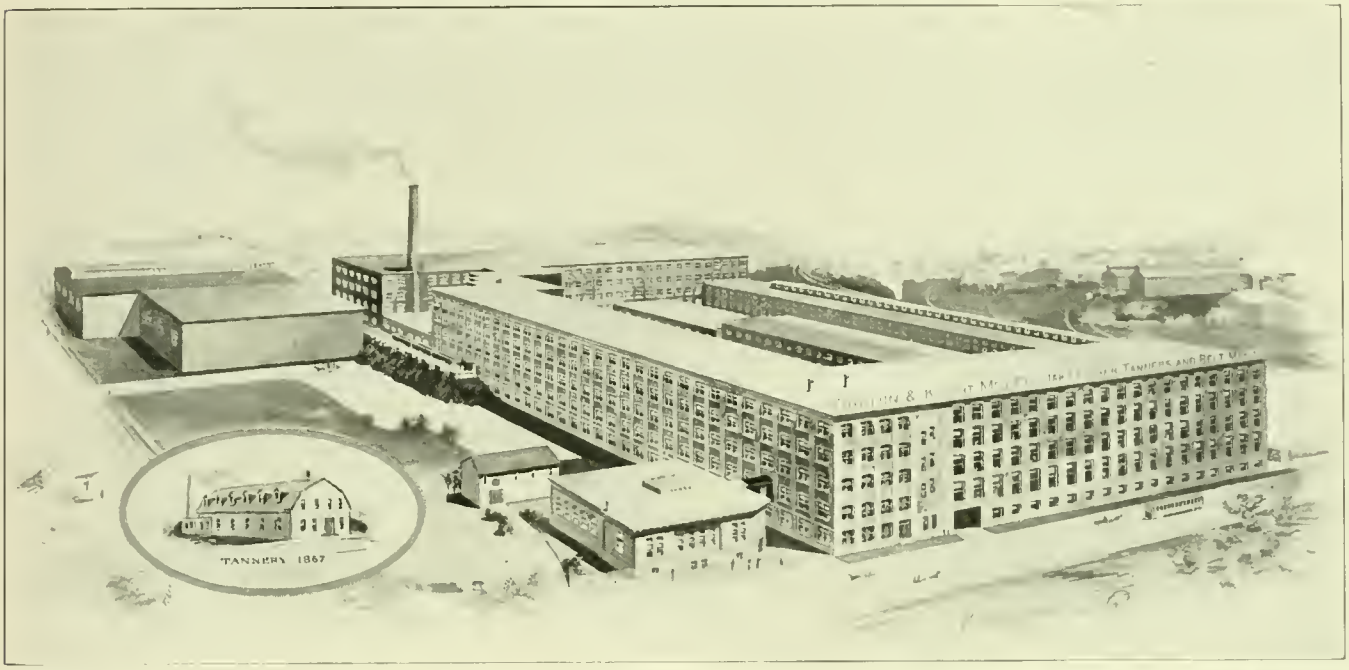

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Neptune Brand, absolutely waterproof, is not only the oldest waterproof leather belting on the market (it is now in its sixth year), but it has been awarded two gold medals, one each at Portland, Ore., and Jamestown, Va., expositions. Although imitated, its equal has yet to be produced. Ask for booklet 8—it tells the "Neptune" story in an interesting manner.

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INCORPORATED 1868

MAIN OFFICE, 342-344 MAIN STREET CITY HALL BRANCH, 448 MAIN STREET
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Stockholders' Liability, - - - -	500,000
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Total Resources - $10,000,000

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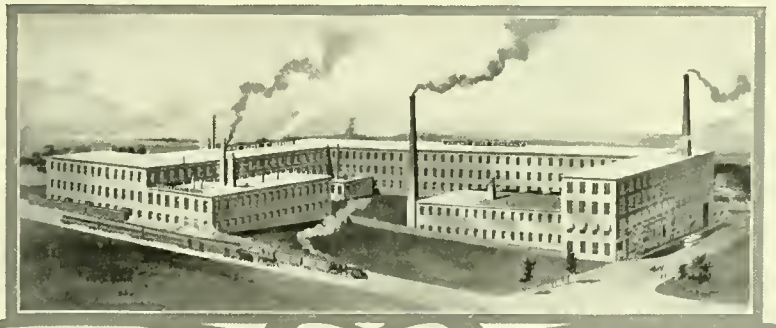

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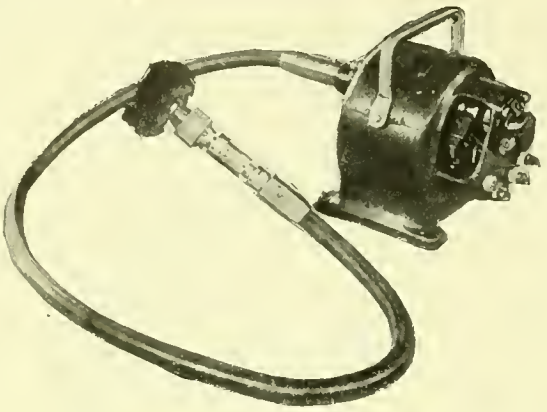

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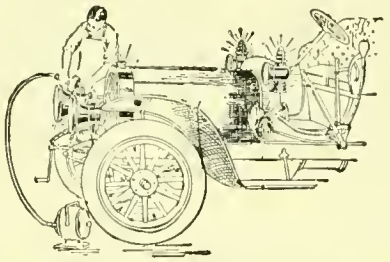

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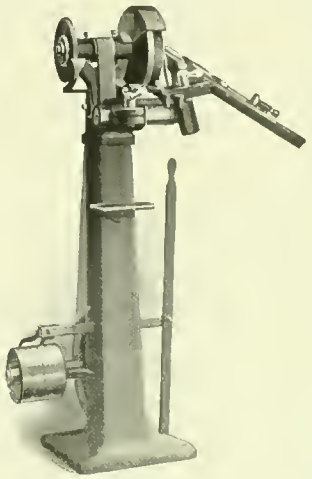

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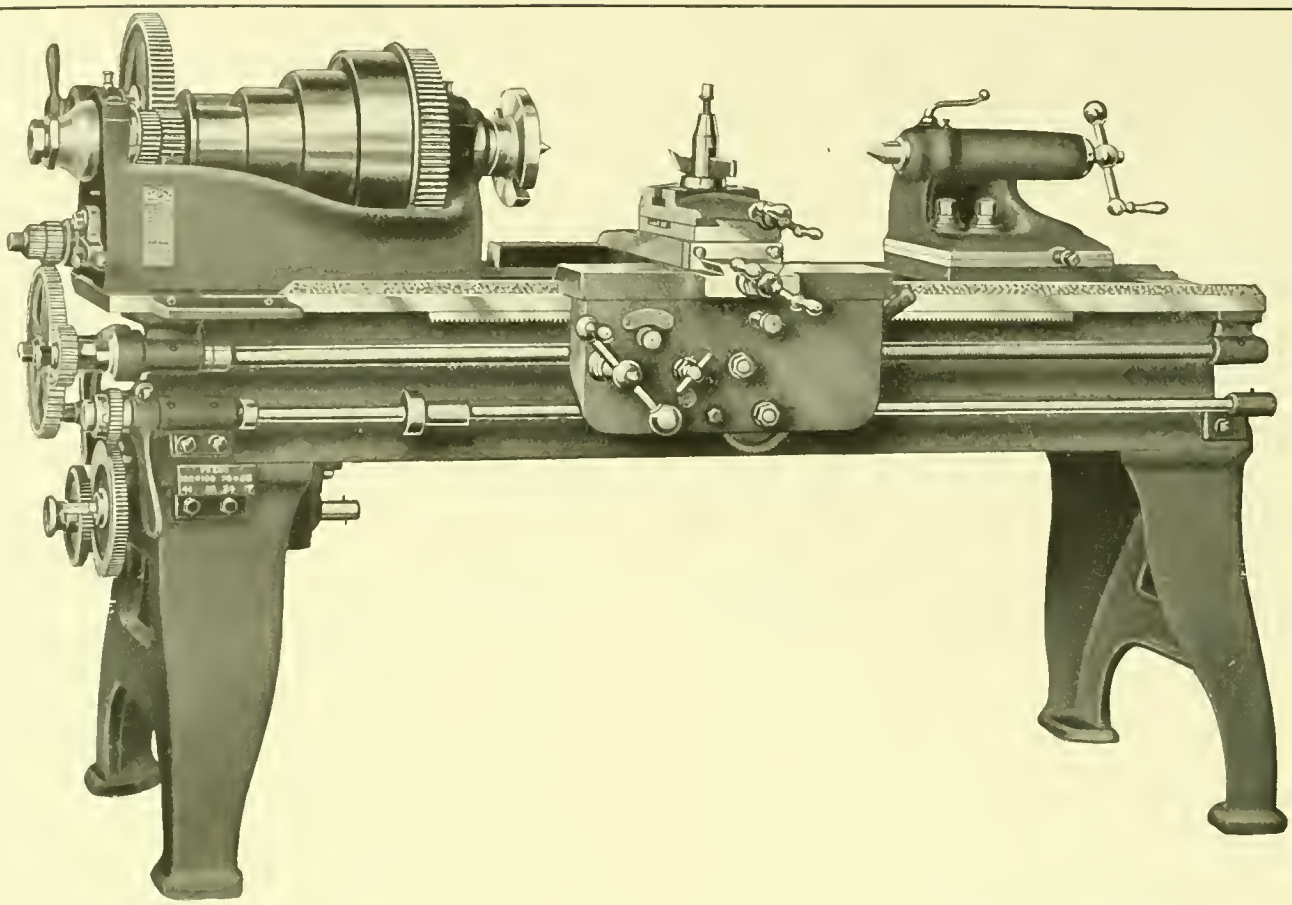

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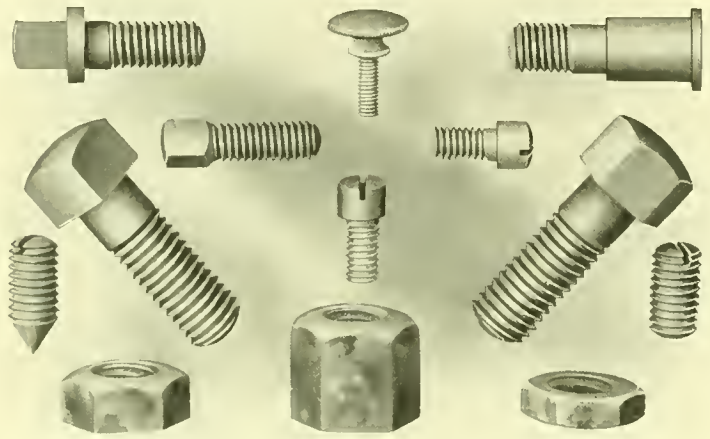

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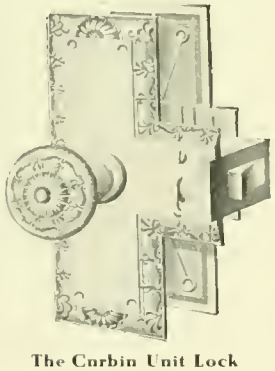

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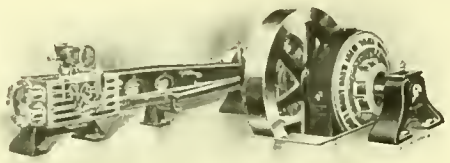

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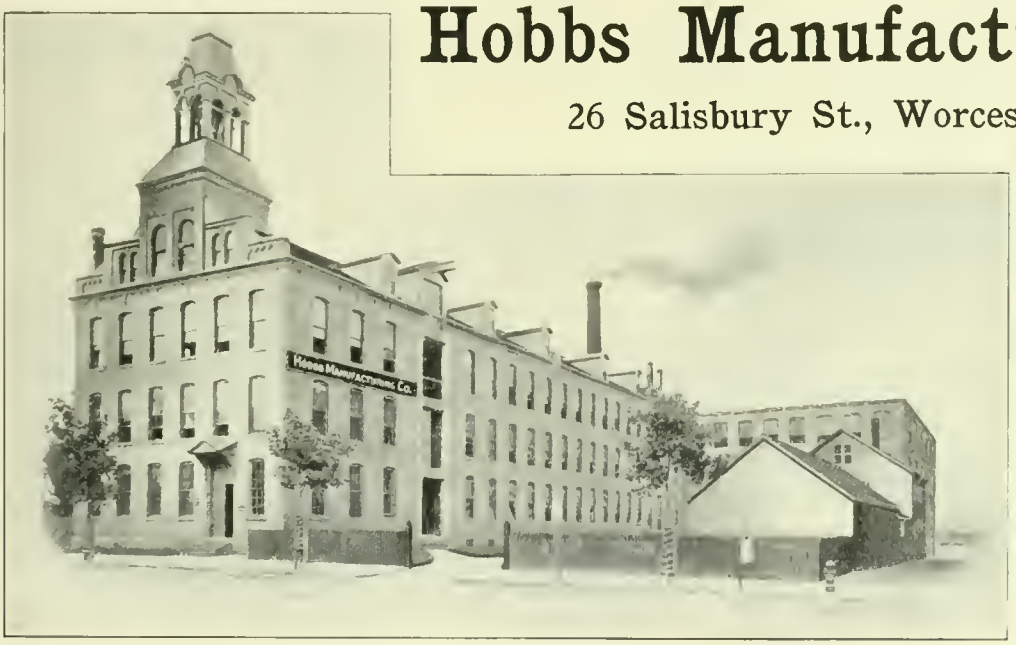

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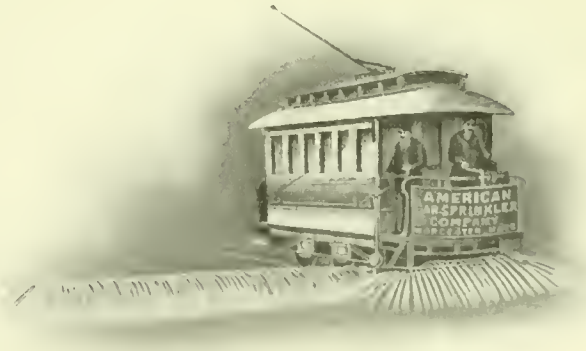

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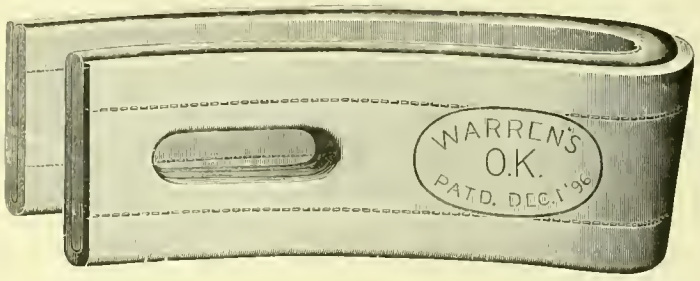

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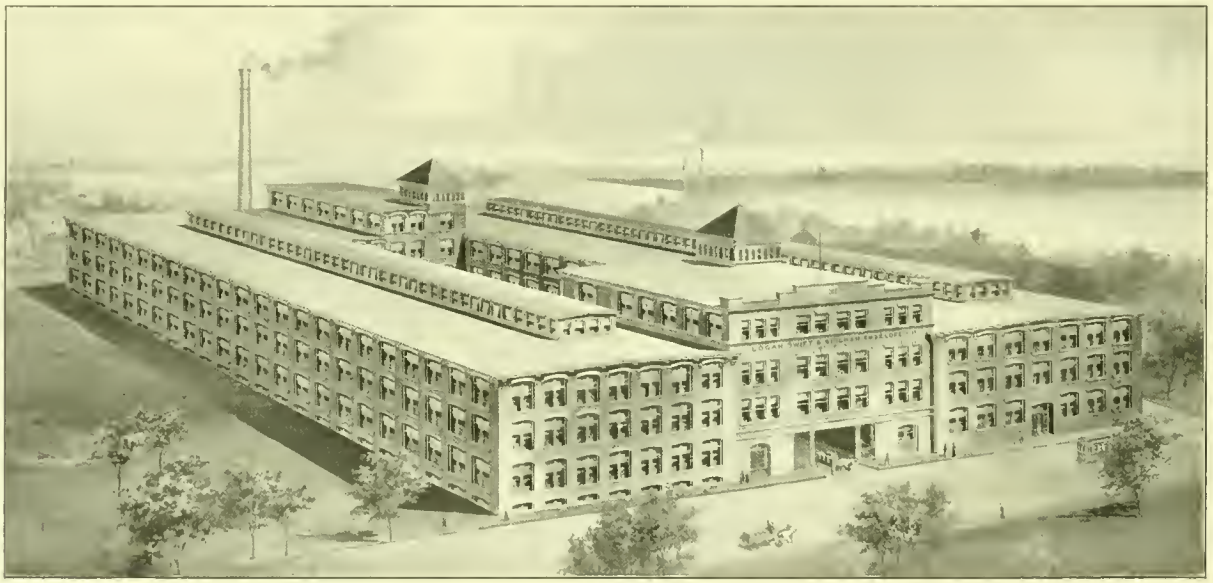

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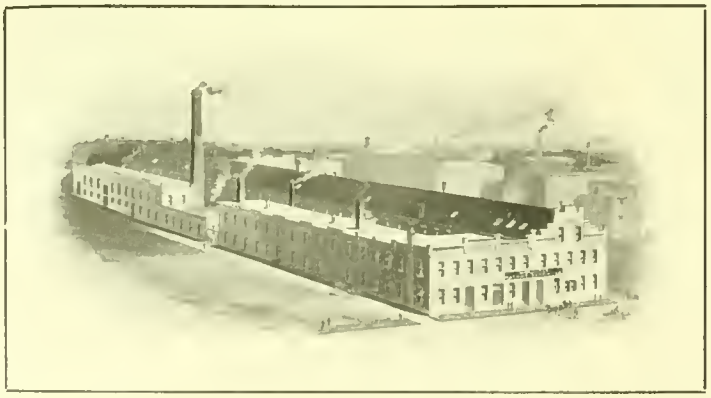

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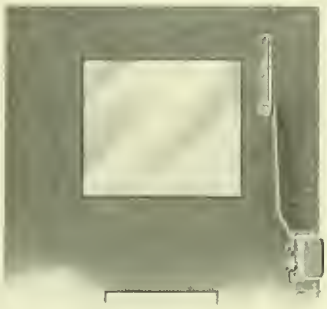

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Worcester, Massachusetts

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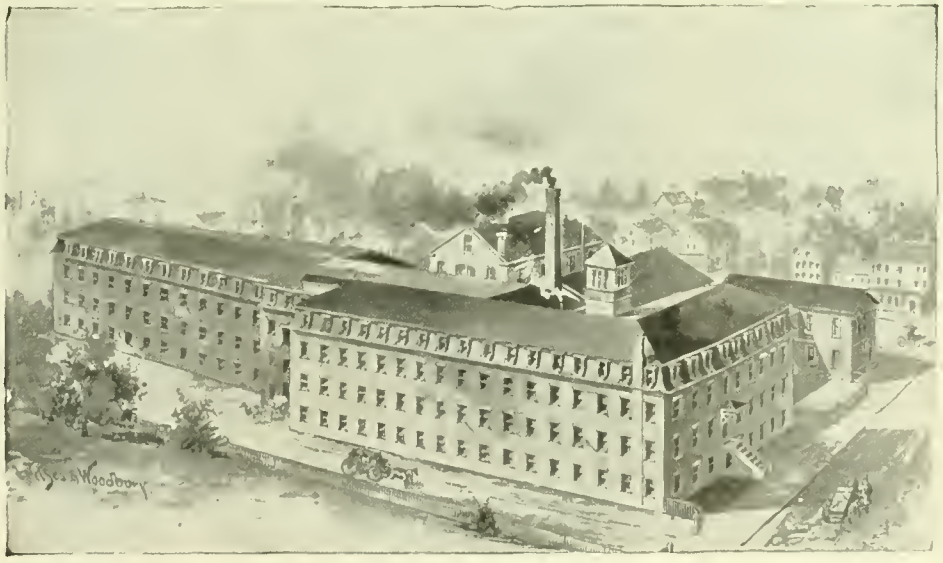

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Organ Reeds, Reed Boards and other Organ Supplies

Telegraph and Cable Address,
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ESTABLISHED 1829.

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WORCESTER, MASS.

OUR STOCK COMPRISES THE LARGEST ASSORTMENT OF SIZES AND QUALITIES OF STEEL CARRIED BY ANY ONE IN THE UNITED STATES.

SPECIALTIES:
BEST MACHINERY STEEL, LEAD SCREW STEEL
VIKING CRUCIBLE STEEL.

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Builder of

IMPROVED TWISTING AND SPINNING MACHINERY

For making Hard or Soft Twines, Lines, and Cordage. Wet or Dry Twist, from Cotton, Linen, Hemp, Manila, Sisal, Paper, Silk, Jute, Hair, Wool, etc.

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Woolen Machinery

Wool Stock and Everything in Mill Supplies

The Improved Worcester Shoddy Picker

Wood Split Pulleys with Iron Centre, Pressed Steel Pulleys, Belting, Lace Leather, Cordage, Packings, etc.

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A. T. MATTHEWS, Treasurer

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Sheet Metal Specialties

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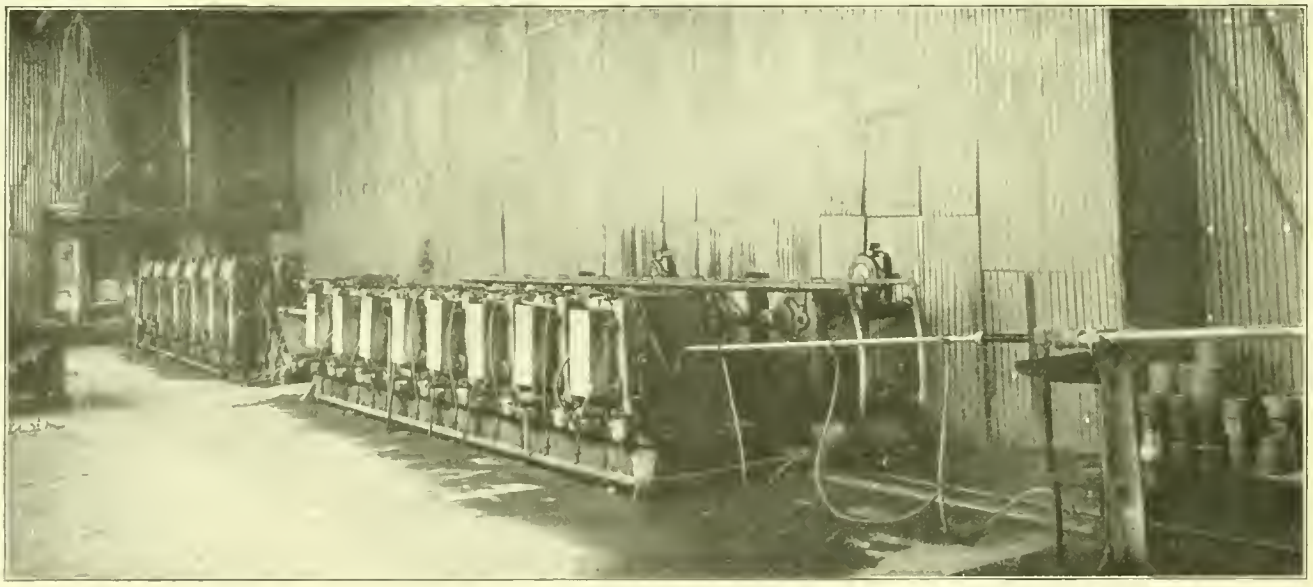

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52 Rue du Congres
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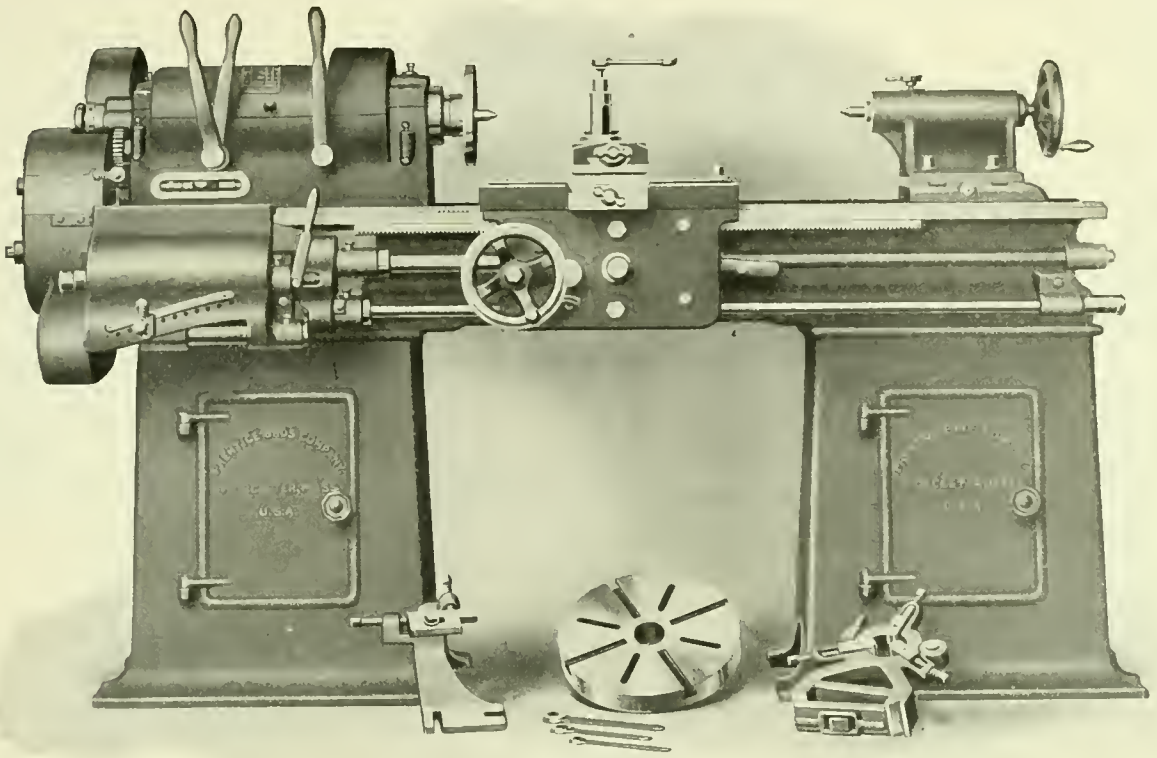

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Upright and Radial Drilling Machines and Engine Lathes

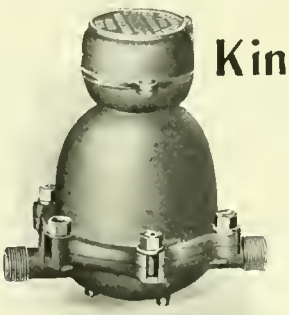
Geo. F. Blake, Jr., & Co.

STEEL and IRON

Beams, Channels, Angles and Tees

Supplies for Blacksmiths, Carriage Makers
Carriage Paints and Varnishes

Worcester, Mass.



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Best Material and Workmanship

CONTRACTORS, PATRONIZE HOME INDUSTRY

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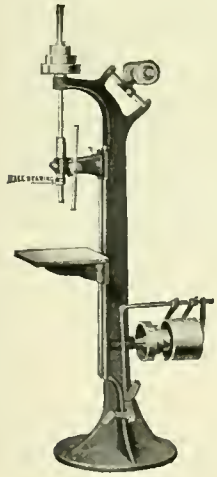

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Manufacturers of

Sensitive Drills with or without power feed, with one to twelve spindles.
Clamp Drills made in two styles and four sizes.
Drilling Machines for hand and power for the blacksmith and carriage trade.
Planer Chucks with round and square base, with jaws from six to thirty inches long.
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Drilling Attachments for any number of spindles.

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SPECIAL WORK
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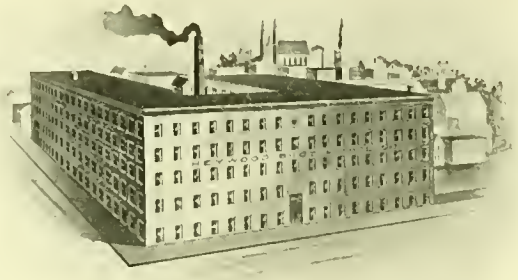

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Manufacturers

Worcester, Massachusetts, U. S. A.

OUR RETAIL STORE
415 MAIN STREET

"HEYWOOD SHOES WEAR" "HEYWOOD SHOES WEAR"

Worcester Consolidated Street Railway Company

THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incurporated 1844)

Assets, January 1, 1908,	$29,845,723.08
Liabilities, January 1, 1908,	$28,286,361.96
Surplus, January 1, 1908,	$1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

SLATER BUILDING, Worcester, Massachusetts
FROST, BRIGGS & CHAMBERLAIN, Architects
THE NORCROSS BROTHERS COMPANY, Builders

The Norcross Brothers Co.

General Contractors
and
Builders

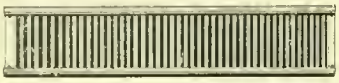
Worcester, Massachusetts

Offices

160 Fifth Avenue, NEW YORK
Tremont Building, BOSTON
Colorado Building, WASHINGTON
Industrial Building, PROVIDENCE

Established 1869 Incorporated 1906

The Whitaker Reed Co.

LOOM  REEDS

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Mill Wire Goods

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Manufacturer of

BATTENS, QUILLS AND SUPPLIES
FOR RIBBON,
TAPE AND WEBBING LOOMS

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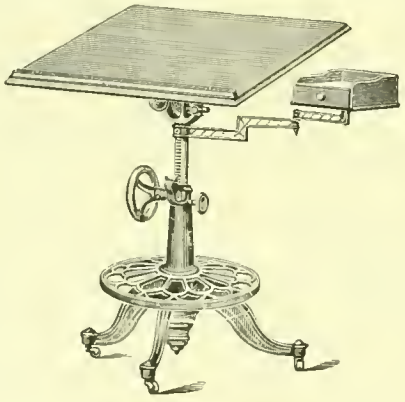

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If so send for Illustrated catalogue and prices.

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Worcester, Mass.

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Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St., Worcester, Mass.

PARKER WIRE GOODS COMPANY

MANUFACTURERS

GENERAL AND SPECIAL

WIRE HARDWARE

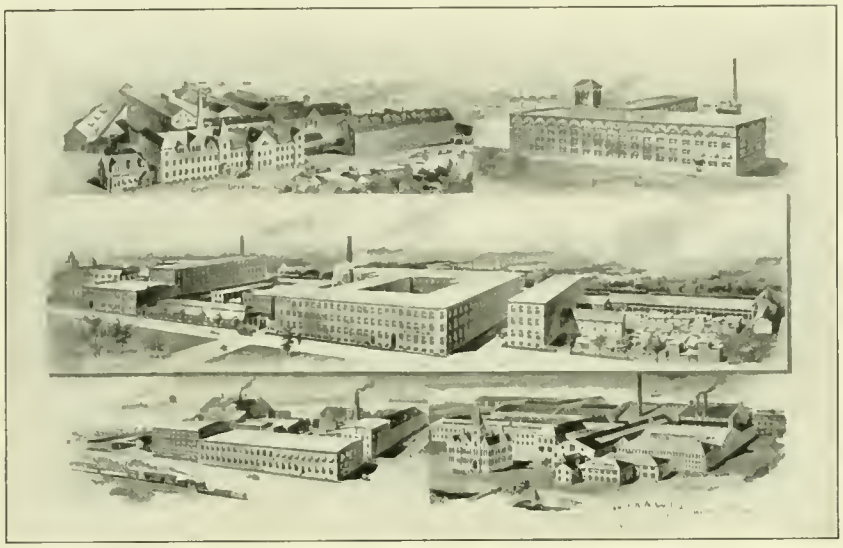
Worcester, Mass., U. S. A.

Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper, xiii
American Car Sprinkler Co., car sprinklers, xi
Anthony Screw Co., screws, viii
Brownell, George L., twisting and spinning machinery, xiv
Boston Pressed Metal Co., transom adjusters, xiii
Blake, Jr., & Co., George F., iron and steel, and supplies, xv
Blanchard & Co., F. S., printers, x
Commonwealth Press, printers, ix
Crawford & Co., woolen machinery and mill supplies, xiv
Crompton & Knowles Loom Works, looms, Inside back cover
Central Supply Co., steam and gas supplies, Inside front cover
Coates Clipper Mfg. Co., massage machine, iv
Duncan & Goodell Co. ix
Eastern Bridge and Structural Co., v
Flexible Door and Shutter Co., vi
Grant, Charles E., fire insurance, v
Graton & Knight Mfg. Co., The, leather belting, i
Greene & Bates, insurance, v
Hammond Reed Co., organ reeds, reed boards, organ supplies, xiii
Hill Dryer Co., clothes dryers, "Hustler" ash sifter, xi
Harrington & Richardson Arms Co., firearms, Inside front cover
Hobbs Mfg. Co., wood-working and box-making machinery, xi
Heald Machine Co., The, machine tools, grinding machines, v
Heywood Boot & Shoe Co., fine shoes, xvi
Hudson Belting Co., leather belting, ix
Jackson St. Foundry, iron castings, xviii
Kidder, R. E., drawing tables, xviii
Logan, Swift & Brigham, envelopes, xii
Marble, J. Russel ix
Morgan Construction Co., rolling mill equipment, xiv
Massachusetts School of Engineering, x
Matthews Mfg. Co., stove trimmings, ferrules, etc., xiv
New England Biscuit Co., bakers of crackers and specialties, vii
Norcross Brothers, contractors and builders, xvii
Norton Company, grinding wheels, Inside back cover
Parker Wire Goods Co., general and special wire hardware, xviii
People's Savings Bank, vii
Porter & Co., S., lasts, ix
Pratt & Inman, iron and steel, xiv
Pratt, Robert G., supplies for narrow fabric looms, xviii
Prentice Bros. Company, drilling machines, engine lathes, xv
Reed Company, Francis, drilling machines, planer chucks, xv
Reed, F. E. & Co., vi
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc., viii
Sherman Envelope Co., envelopes and specialties, xiii
Spencer Wire Co., wire and wire articles, wire fences, viii
Standard Foundry Co., iron castings, xi
State Mutual Life Assurance Co., xvii
Tatman & Park, xlii
Union Water Meter Co., water meters, xv
Wadsworth, Howland & Co., vii
Warren, J. F. & W. H., leather belting and mill supplies, xii
Warren Leather Goods Co., suit cases, bags and supplies, xv
Whitaker Reed Co., loom reeds, belt hooks and wire goods, xviii
Whitney Co., George C., valentines and holiday novelties, x
Wire Goods Co., iv
Winslow Skate Co., ice and roller skates, vii
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc., iv
Worcester Consolidated Street Railway Co., xvi
Worcester Machine Screw Co., set, cap and machine screws, xii
Worcester National Bank, iii
Worcester Pressed Steel Co., ball bearings, automobile and bicycle parts, metal stampings, x
Worcester Trust Co., ii
Wright Wire Co., wire and wire cloth, wire rope, etc., iii
Wyman & Gordon Co., drop forgings, Inside front cover

THE BLANCHARD PRESS WORCESTER MASS.

A LOOM FOR EVERY FABRIC



Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA.

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TRADE MARK NORTON REGISTERED

MANUFACTURERS OF

Norton Grinding Wheels

MADE OF

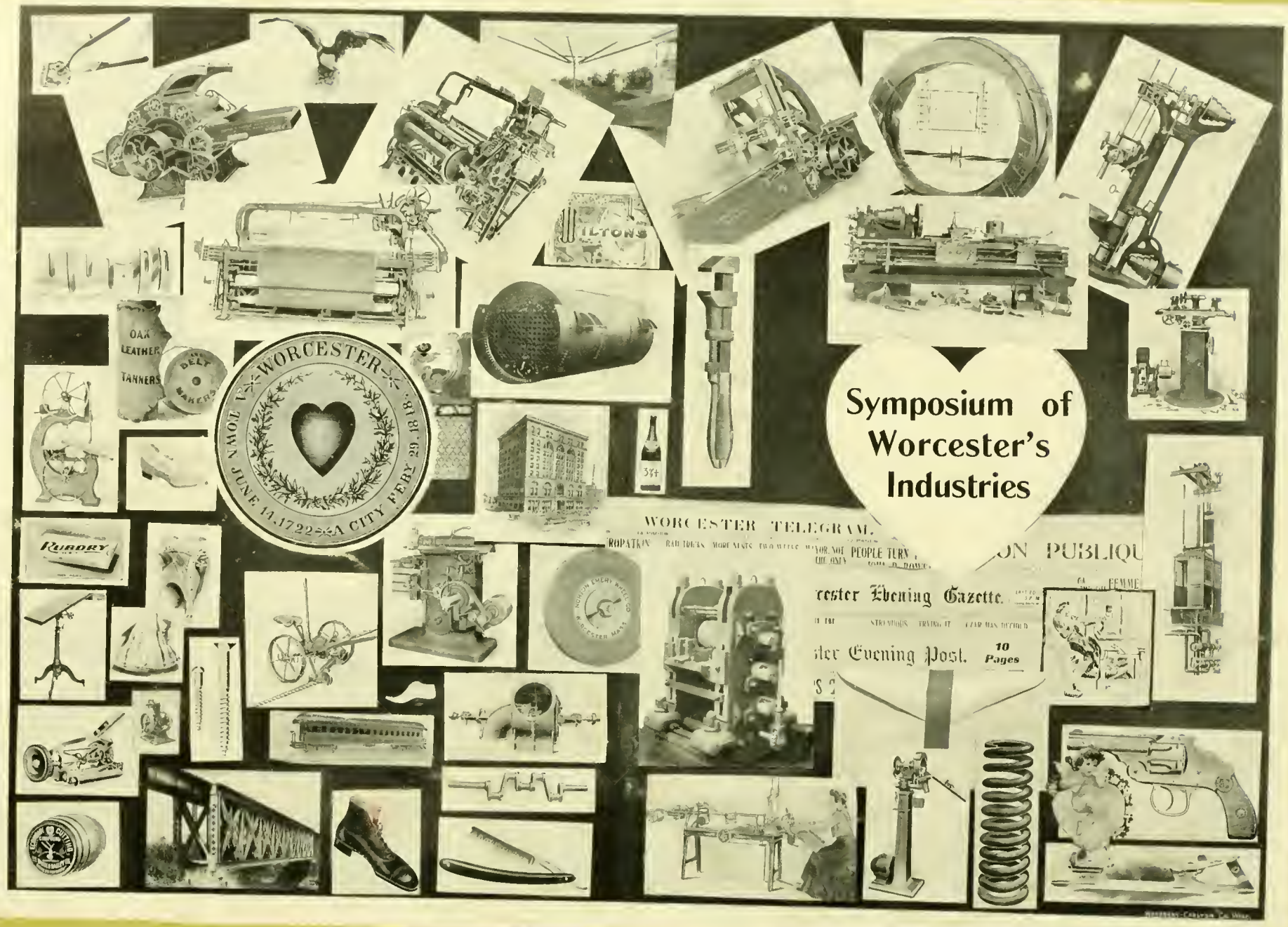
Alundum

Adapted for all classes of grinding

GRINDING WHEEL WORKS
Worcester, Mass., U. S. A.

ELECTRIC FURNACE PLANT
for the manufacture of Alundum
NIAGARA FALLS, N. Y.

For years we have devoted our time to the special study of everything pertaining to grinding. We will gladly give you the benefit of our experience.


Symposium of Worcester's Industries
WORCESTER
INCORPORATED JUNE 14, 1722 — A CITY FEBY 29, 1848
OAK LEATHER TANNERS
BELT MAKERS
RUBBER
TILTONS
WORCESTER TELEGRAM.
Gazette.
Evening Post.
10 Pages

1851 G&K TRADE MARK

LEATHER BELTING

ESTABLISHED IN 1851—That shows how much experience we put into our product.

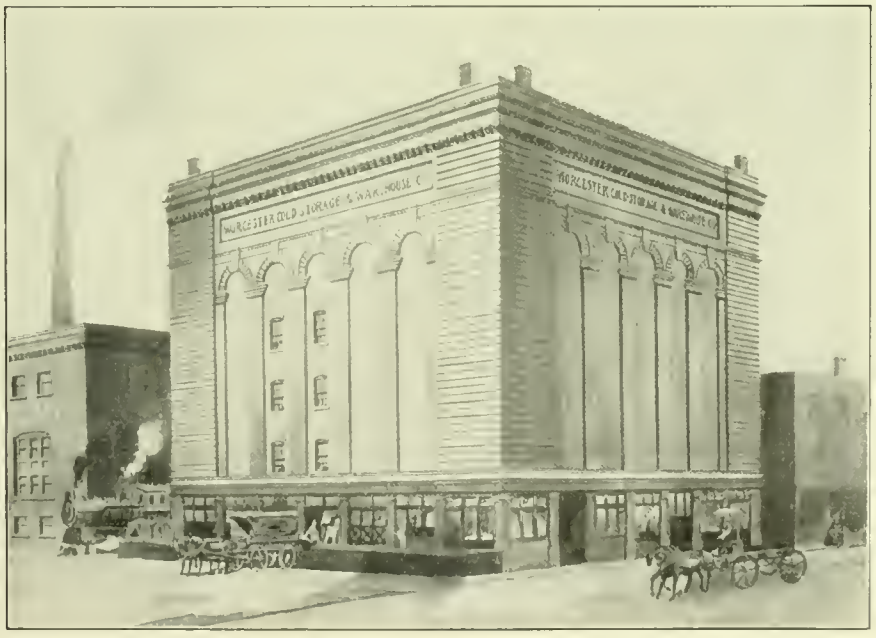
TANNERS SINCE 1867—That is why we know how to tan the hides so that they will make belting leather of the highest quality.

CAPITAL PAID IN, $1,500,000—That is why we have been able to make of our plant—which covers nearly eight acres of floor space—the largest and best equipped plant in the world for tanning and currying hides and manufacturing same into leather belting.

ORIGINALITY—We are the originators and pioneer manufacturers of waterproof leather belting—"six years on the market" is the enviable record of our Neptune Waterproof Leather Belting.

Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

Cold Storage and Artificial Ice



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The best service and favorable terms.

Makers and sellers of the PURE ARTIFICIAL ICE.

Worcester Cold Storage & Warehouse Co.

24 Bloomingdale Road

WORCESTER TRUST COMPANY

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Surplus and Profits - - - -	800,000
Stockholders' Liability, - - - -	500,000
	$1,800,000

Total Resources - **$10,000,000**

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This Company transacts a general banking business and is authorized to act as Executor, Administrator, Guardian, Assignee, Receiver, Trustee. Solicits accounts from individuals, firms, corporations, administrators, executors and trustees of estates, and makes satisfactory arrangements for interest on such accounts

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Vice-Presidents HENRY A. MARSH NATHANIEL PAINE HENRY P. MURRAY

Treasurer SAMUEL H. CLARY *Secretary* ALVIN J. DANIELS

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LINCOLN SQUARE BRANCH, 11 MAIN STREET

VIEW OF PUBLIC LOBBY

We will gladly show our new banking rooms and explain the splendid facilities for handling large and small accounts.

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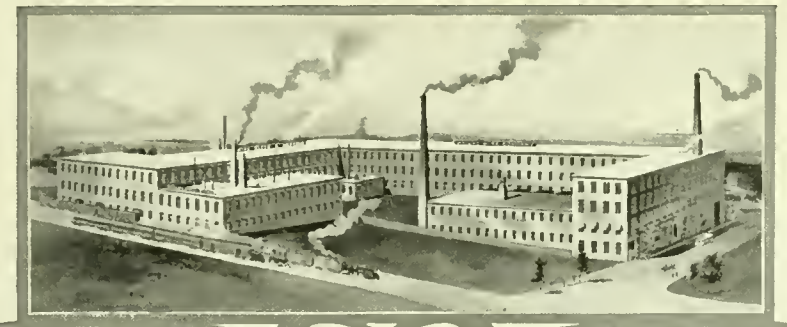
11 FOSTER STREET

WIRE
WIRE CLOTH

Wire Clothes Lines
Picture Cord
Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES



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Wire Fencing
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Enclosures

Wright Wire Company

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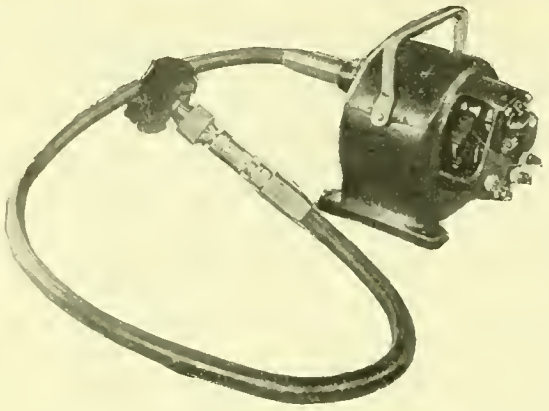

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polish your brass work by hand when it can be quickly polished with a Coates Electric Outfit?

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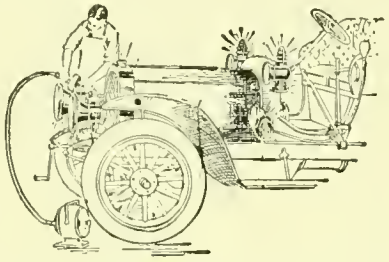

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Original Designs
HALFTONE ENGRAVINGS
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452 Main St., Worcester, Mass.

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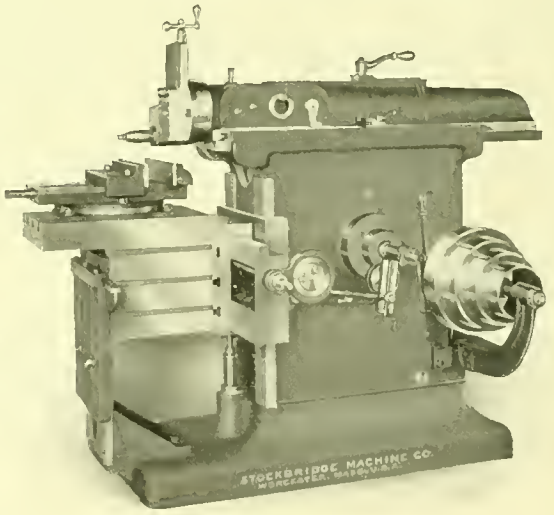

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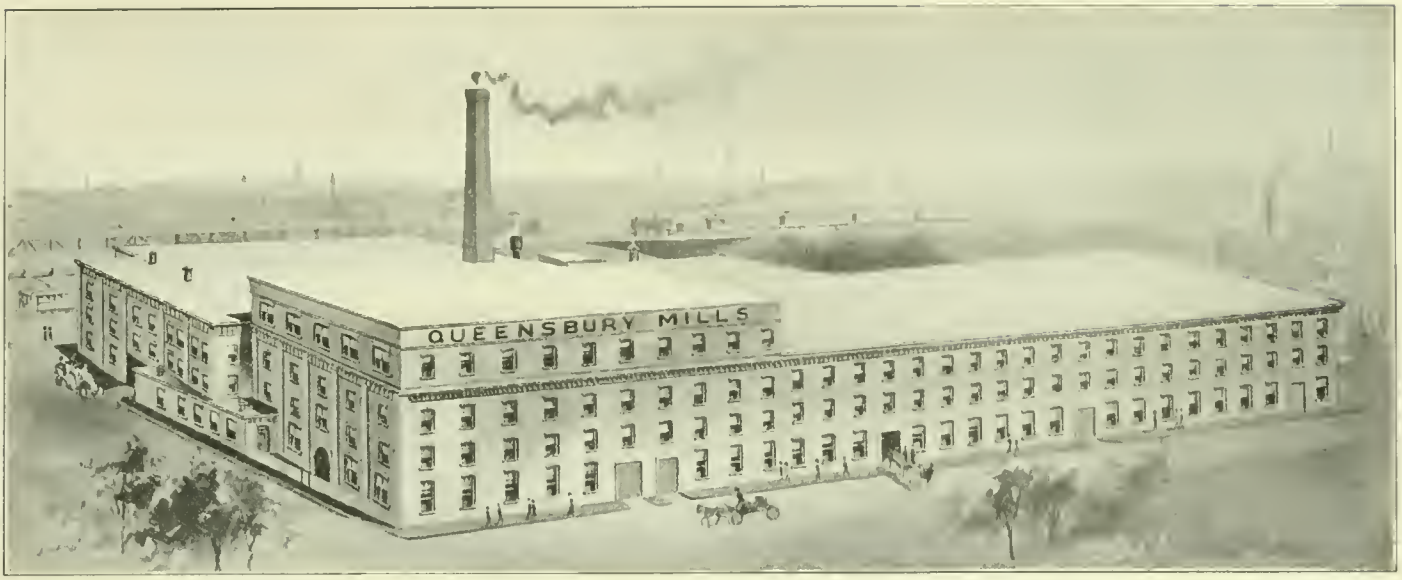
STOCKBRIDGE MACHINE CO.

Worcester, Mass., U. S. A.



H. HODGSON,
President and Treasurer

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and COAT LININGS

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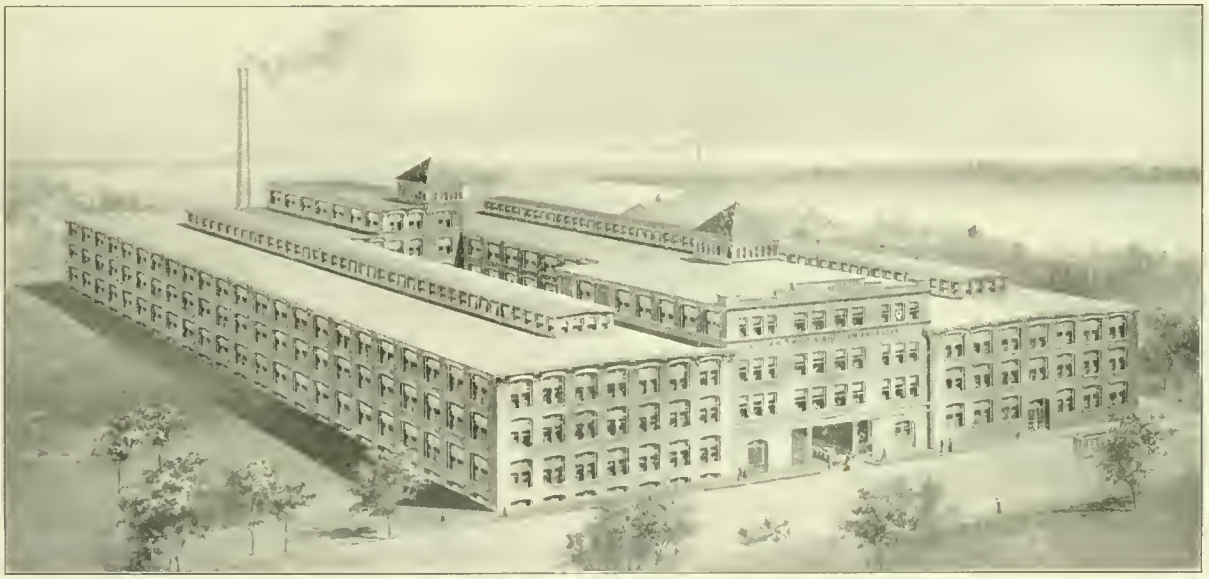
Division

Manufacturers of Standard **Envelopes**



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The best and most satisfactory merchandise envelope made.

Specialists in STEEL DIE STAMPING
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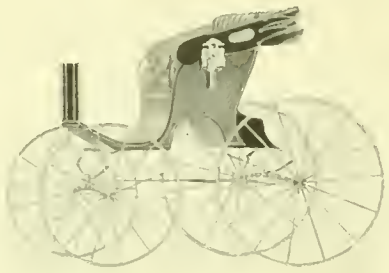

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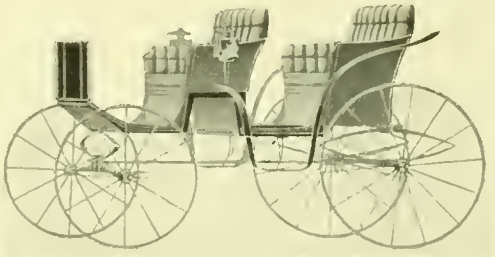
No matter what your wants are, we have it and the best. :: ::



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ROSS BROS. CO.

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Manufacturers of All Kinds of

SPECIAL MACHINE SCREWS AND SCREW MACHINE WORK

also Standard Machine Screws

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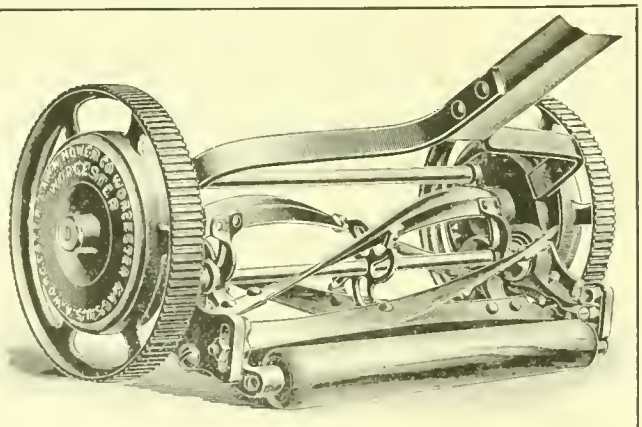

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Manufacturers of High Grade

LAWN MOWERS

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Roof Trusses, Girders, Columns

STAIRS and FIRE ESCAPES

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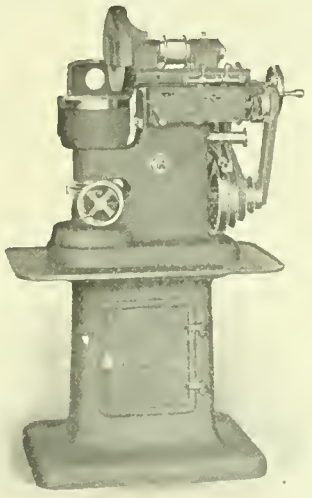

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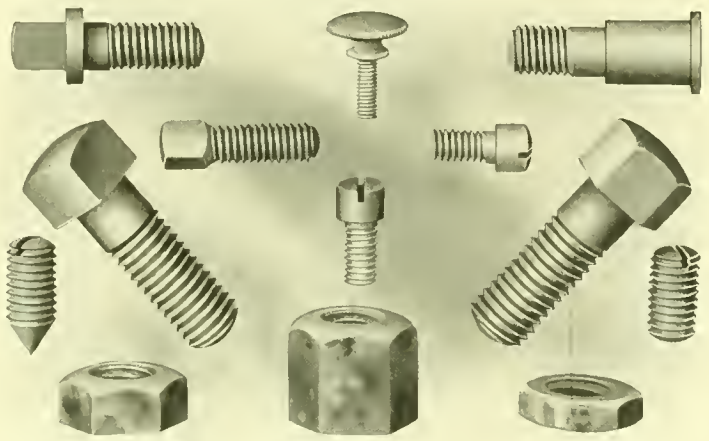

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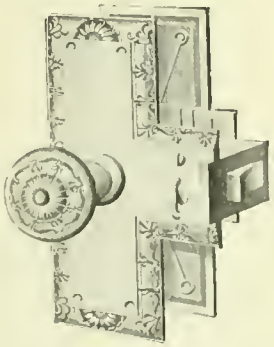

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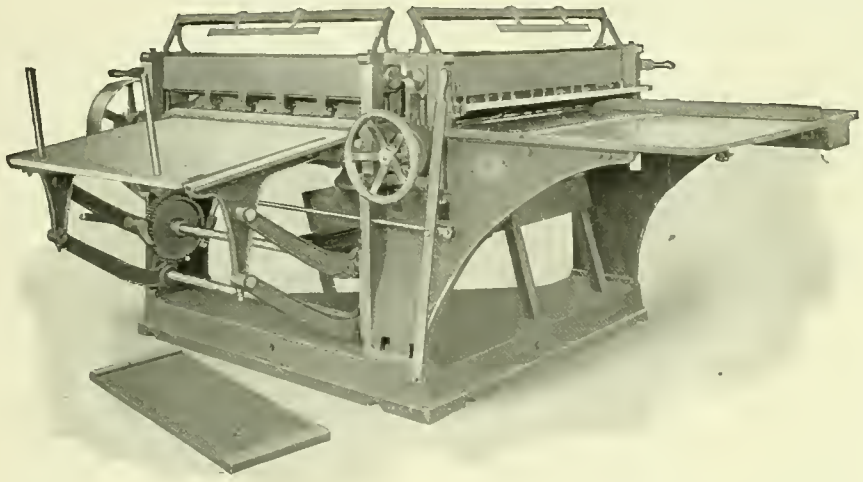

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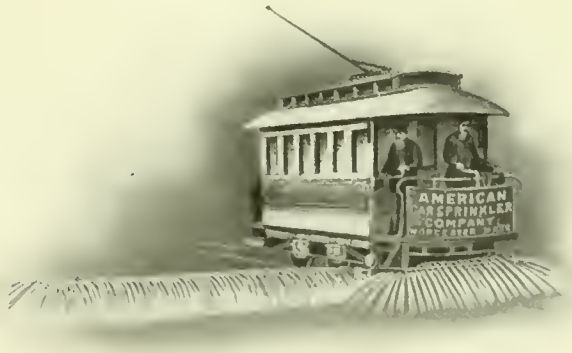

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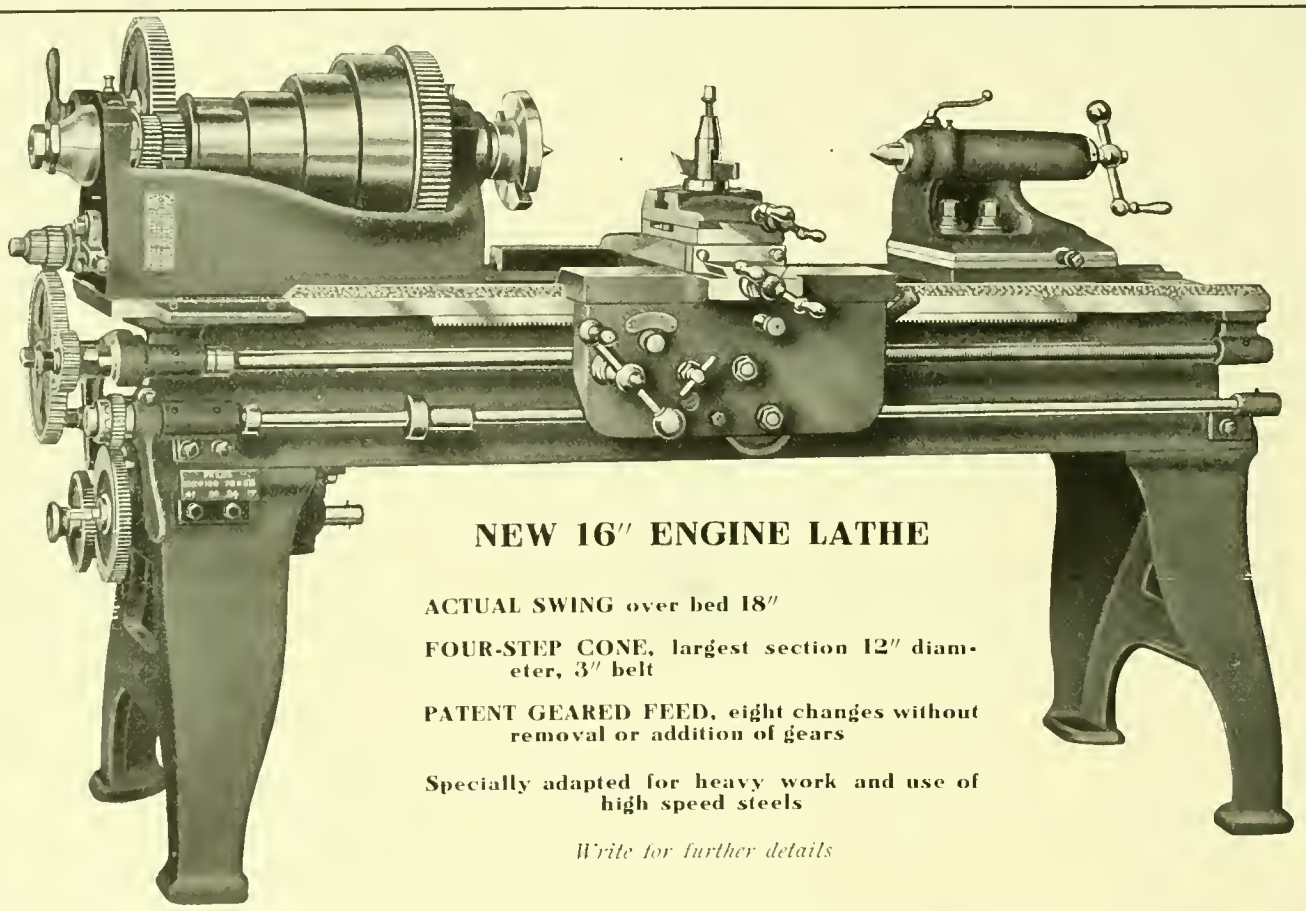

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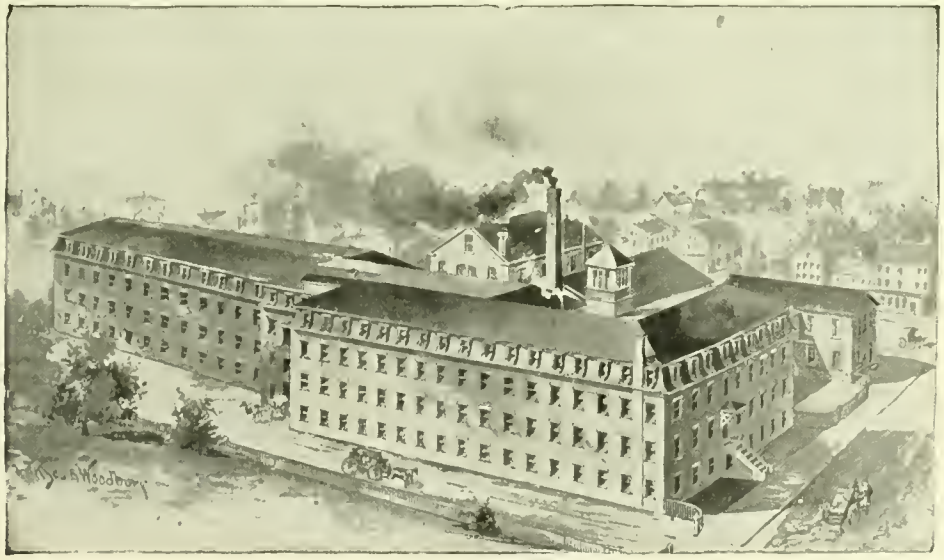

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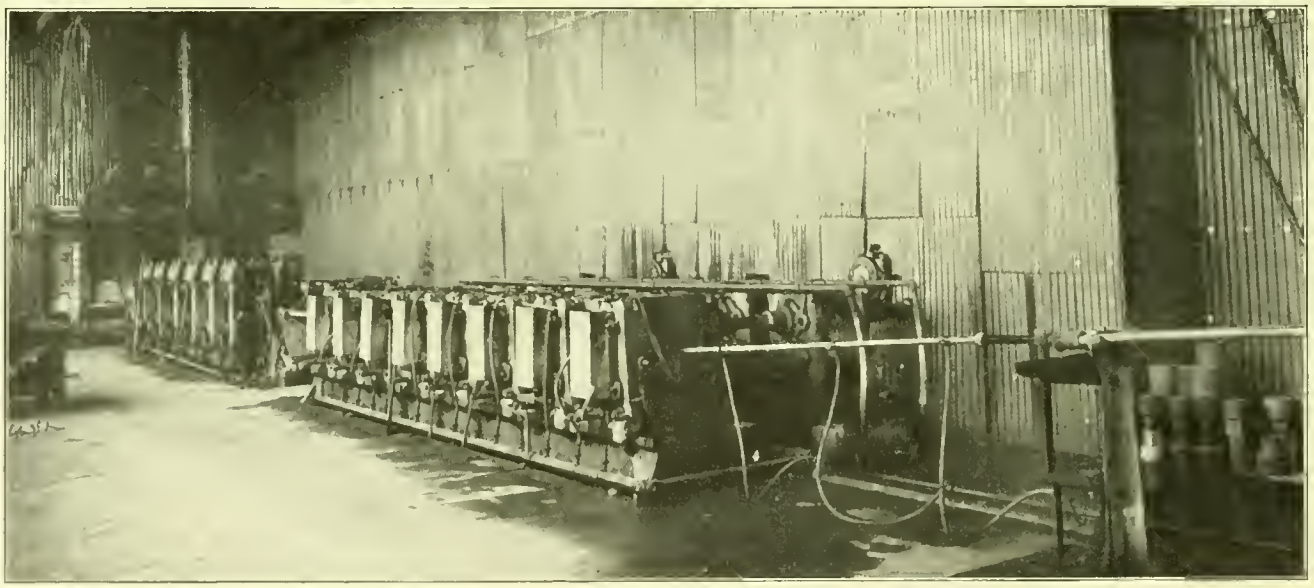

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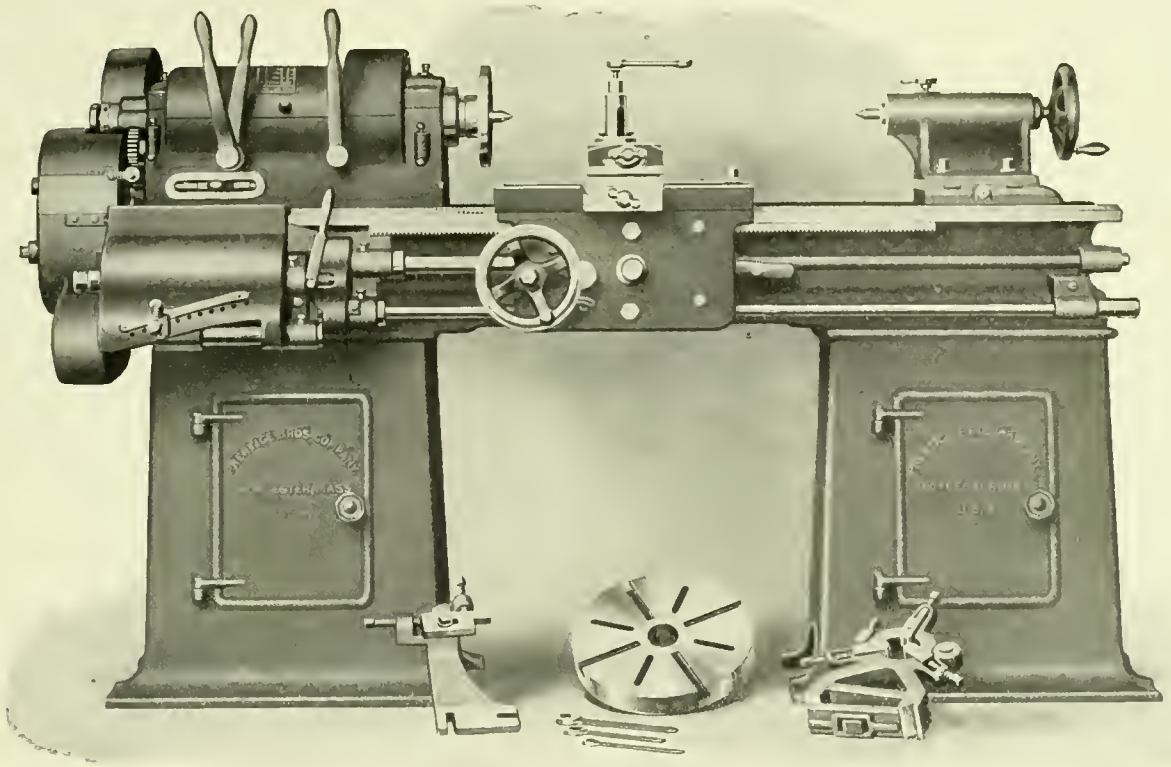

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(Incorporated 1844)

Assets, January 1, 1908,	$29,845,723.08
Liabilities, January 1, 1908,	$28,286,361.96
Surplus, January 1, 1908,	$1,559,361.12

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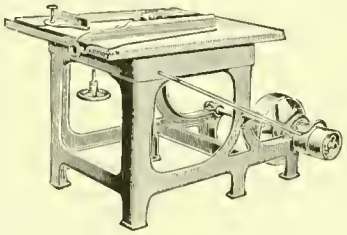

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13 HERMON ST. WORCESTER, MASS.

Jackson Street Foundry

Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

52 Jackson St., Worcester, Mass.

Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper,	xv
American Car Sprinkler Co., car sprinklers,	xiii
Anthony Screw Co., screws,	x
Brownell, George L., twisting and spinning machinery,	xvi
Boston Pressed Metal Co., transom adjusters,	xv
Blake, Jr., & Co., George F., iron and steel, and supplies,	xvii
Blanchard & Co., F. S., printers,	xii
Commonwealth Press, printers,	xi
Crawford & Co., woolen machinery and mill supplies,	xvi
Crompton & Knowles Loom Works, looms,	Inside back cover
Central Supply Co., steam and gas supplies,	Inside front cover
Coates Clipper Mfg. Co., flexible shafting,	iv
Cutting, G. H. & Co.,	viii
Duncan & Goodell Co.	xi
Davis Press, Printers,	90
Delle, B. E., mechanical engineer,	90
Eastern Bridge and Structural Co.,	vii
Flexible Door and Shutter Co.,	viii
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	vii
Hammond Reed Co., organ reeds, reed boards, organ supplies,	xv
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	xiii
Harrington & Richardson Arms Co., firearms,	Inside front cover
Hobbs Mfg. Co., wood-working and box-making machinery,	xiii
Heald Machine Co., The, machine tools, grinding machines,	vii
Heywood Boot & Shoe Co., fine shoes,	xviii
Hudson Belting Co., leather belting,	xi
Jackson St. Foundry, iron castings,	xx
Kidder, R. E., drawing tables,	xx
Kelley, O. A., horse mart, harnesses, etc.,	90
Logan, Swift & Brigham, envelopes,	v
Leland, W. H. & Co., Gooseneck-type wet grinders,	90
Marble, J. Russel	xi
Morgan Construction Co., rolling mill equipment,	xvi
Massachusetts School of Engineering,	xii
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xvi
Monroe & Ingraham, insurance,	ix
New England Biscuit Co., bakers of crackers and specialties,	Back outside cover
Norcross Brothers, contractors and builders,	xix
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	iv
Pond Machine & Foundry Co.,	vii
Porter & Co., S., lasts,	xi
Pratt & Inman, iron and steel,	xvi
Pratt, Robert G., supplies for narrow fabric looms,	xx
Prentice Bros. Company, drilling machines, engine lathes,	xvii
Provident Life & Trust Co.,	90
Queensbury Mills,	v
Reed Company, Francis, drilling machines, planer chucks,	x
Reed, F. E. & Co.,	xiv
Reed & Curtis Machine Co.,	vi
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	viii
Ross Bros., hardware, etc.,	vi
Sargent, J. W. & Co., carriages,	vi
Sherman Envelope Co., envelopes and specialties,	xv
Spencer Wire Co., wire and wire articles, wire fences,	x
Standard Foundry Co., iron castings,	xiii
State Mutual Life Assurance Co.,	xix
Stockbridge Machine Co., shapers,	iv
Tatman & Park,	90
The Warren Hotel,	ix
Union Water Meter Co., water meters,	xvii
Wadsworth, Howland & Co.,	ix
Warren, J. F. & W. H., leather belting and mill supplies,	xiv
Warren Leather Goods Co., suit cases, bags and supplies,	xvii
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xx
Wire Goods Co.,	iv
Winslow Skate Co., ice and roller skates,	xii
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	iv
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	xviii
Worcester Lawn Mower Co., lawn mowers,	vi
Worcester Machine Screw Co., set, cap and machine screws,	xiv
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wilder, W. E., mechanical engineer,	90
Wright Wire Co., wire and wire cloth, wire rope, etc.,	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

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TRADE MARK

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NEW ENGLAND BISCUIT CO.
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THE GRATON & KNIGHT MFG. CO.

WORCESTER, MASS. U.S.A.

1851 G&K TRADE MARK

LEATHER BELTING

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Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

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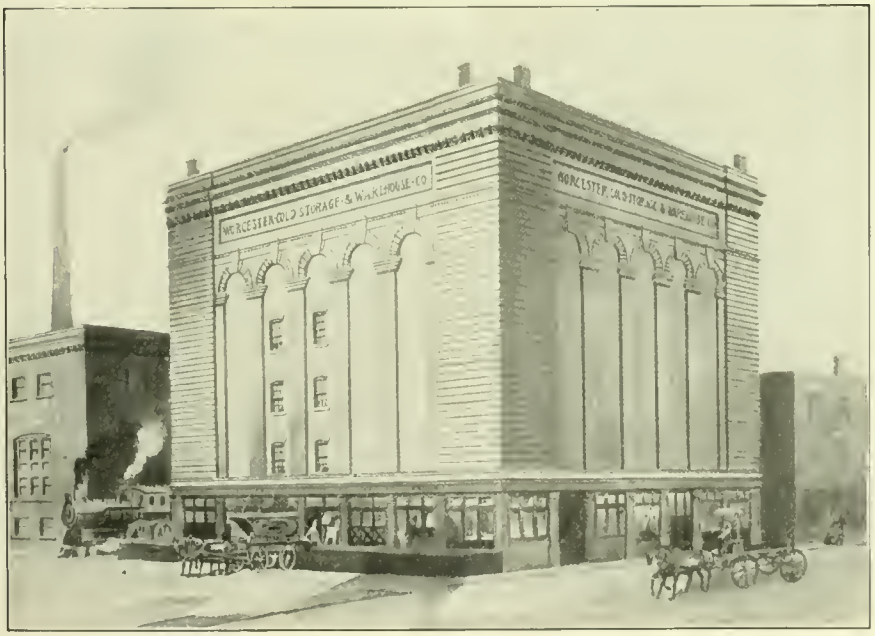

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The best service and favorable terms.

Makers and sellers of the PURE ARTIFICIAL ICE.

Worcester Cold Storage & Warehouse Co.

24 Bloomingdale Road

Made in Worcester

INCORPORATED 1868

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Total Resources $10,000,000

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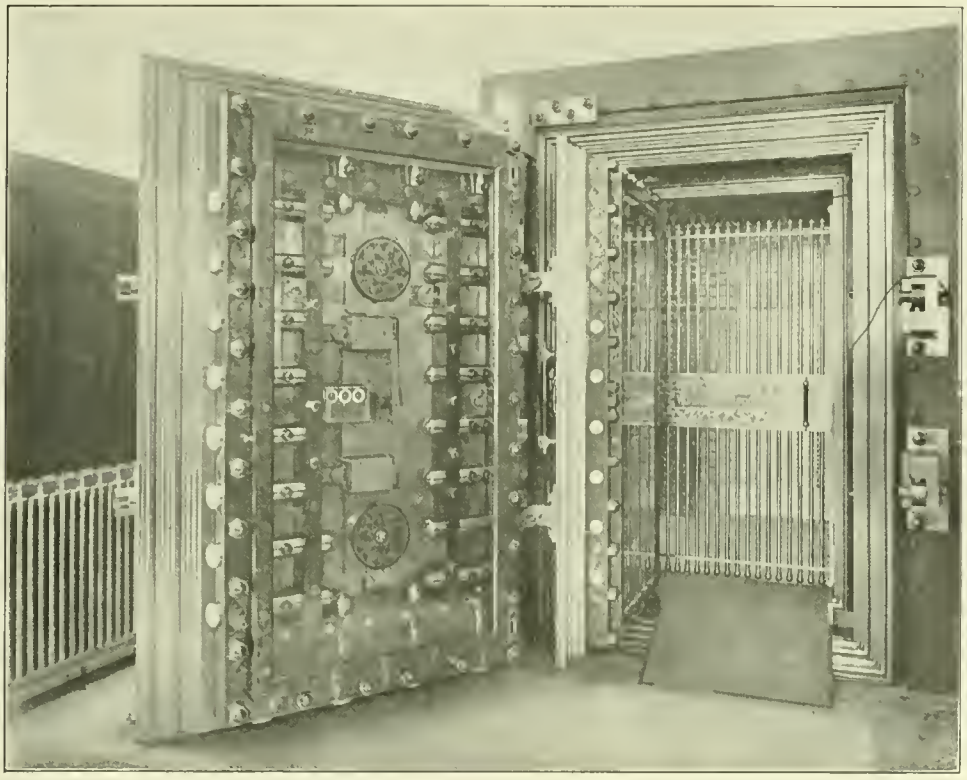
Factories MALDEN, MASS.



THESE massive doors, wired with the Bankers' Electric System, furnish absolute Burglar and Fireproof protection for our new Safe Deposit Vault.

Boxes rent from

$4 to $60 a year

and the same security and courteous attendance are provided for all.

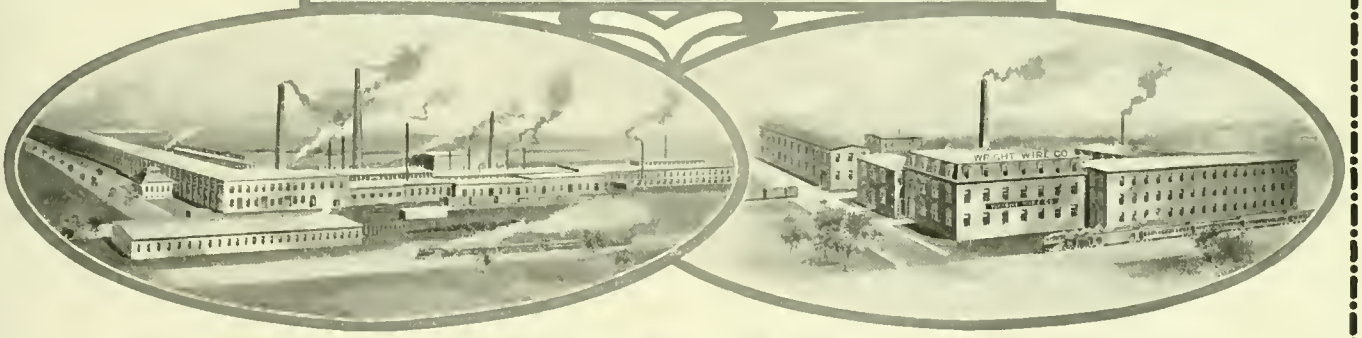
WORCESTER NATIONAL BANK

11 FOSTER STREET

WIRE
WIRE CLOTH

Wire Clothes Lines
Picture Cord
Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES

POULTRY NETTING
Wire Rope Staples
Flower Bed Guard
and Trellis
Wire Fencing
Elevator Cabs and
Enclosures



Wright Wire Company

FACTORIES
WORCESTER and PALMER, MASS.

Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO

Made in Worcester

Our Trade Mark is a Guarantee of Quality

HEYWOOD TRADE MARK SHOE 1864

Heywood Boot & Shoe Co.

Manufacturers

Worcester, Massachusetts, U. S. A.

HIGH GRADE SHOES FOR MEN.

OUR RETAIL STORE

415 MAIN STREET

Made in Worcester

Worcester Consolidated Street Railway Company

THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incorporated 1844)

Assets, January 1, 1908, $29,845,723.08
Liabilities, January 1, 1908, $28,286,361.96
Surplus, January 1, 1908, $1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

The Norcross Brothers Company

General Contractors and Builders

Offices:

160 Fifth Avenue, NEW YORK
Tremont Building, BOSTON
Industrial Building, PROVIDENCE
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WORCESTER, MASSACHUSETTS

We are the Largest Manufacturers of Clothes Dryers in the World

HILL DRYER CO., 340 to 350 Park Avenue, Worcester, Mass.

Dryers made to swing to balcony or fire escape and for use on roof and lawn.

Also Makers of the

"Hustler" Ash Sifter

Made in Worcester

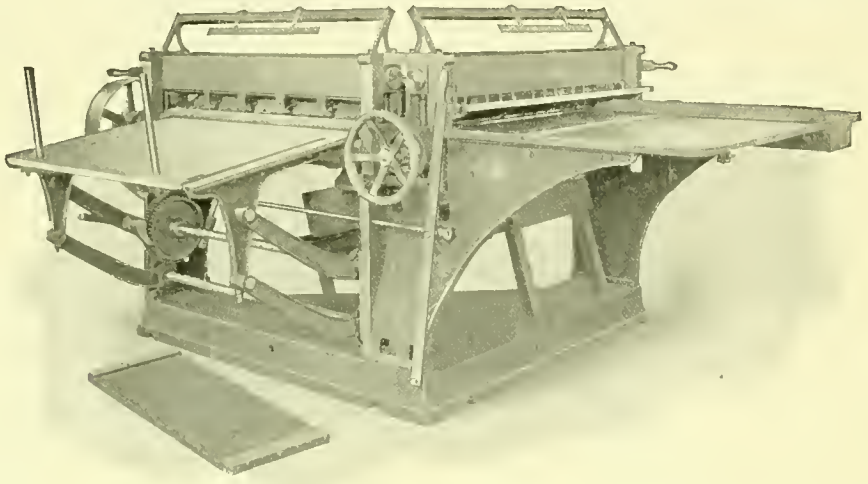
Hill Dryer Company

340-350 Park Ave.

Worcester, Mass.

New York Office, 1133 Broadway

HOBBS MANUFACTURING COMPANY



This is the Hobbs Double Scorer, a Worcester invention that has changed the practice of the paper box industry.

Many other machines are required to produce a fine paper box. We are prepared to meet any requirement.

Made in Worcester

26 SALISBURY STREET, WORCESTER, MASS.

Standard Foundry Company

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

Tainter and Gardner Streets
Worcester, Mass.

Made in Worcester

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

WACHUSETT HILLS

A Unique Scenic Frieze in Two Parts. Can be Used Singly or in Extension.

ALLEN-HIGGINS WALL PAPER COMPANY

Manufacturers of "DEPENDABLE PAPERS"

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BOSTON PRESSED METAL CO.

SHEET METAL PRODUCTS OF ALL DESCRIPTIONS. ELECTRO-GALVANIZING, PLATING, BLUING

CASE-HARDENING

ANNEALING

171-173 Union St., Worcester, Mass.

Made in Worcester

SHERMAN ENVELOPE CO.

Worcester, Mass., U. S. A.

Manufacturers of

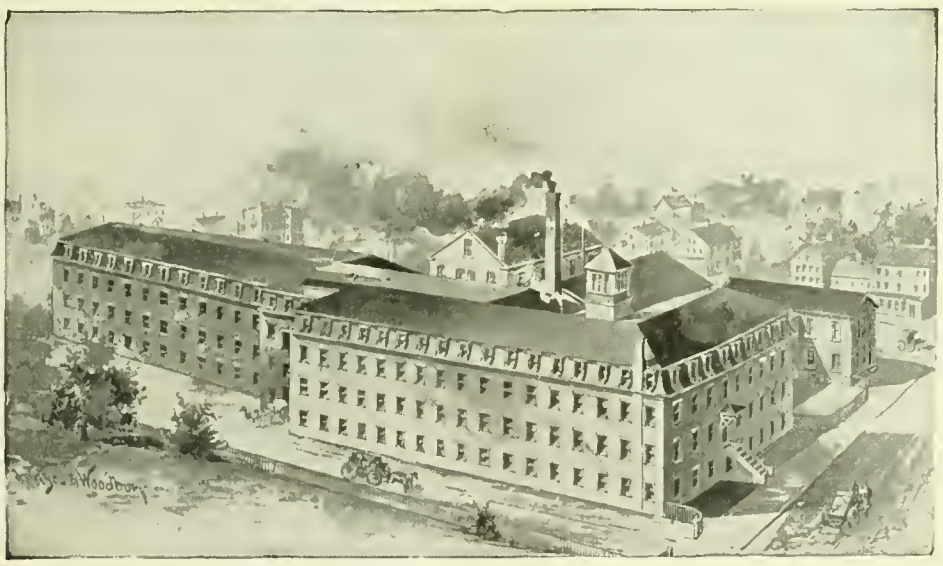
All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver
The Sherman STAMP SAVER for mailing second class matter
The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester



Hammond Reed Company

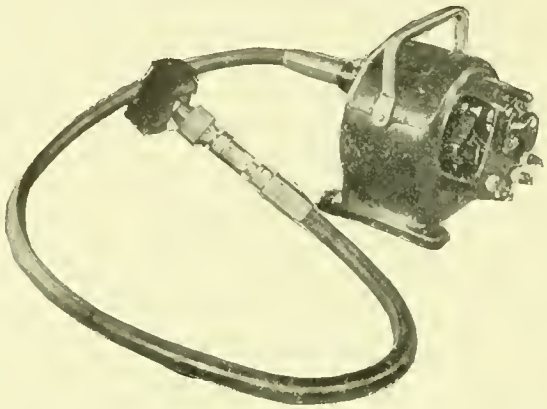
Manufacturers of

Organ Reeds,
Reed Boards
and other
Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester



COATES flexible shafting for automobile work, buffing, drilling, grinding, etc. Makes mirrors of all brass work. Drills holes in any old place.

WHY

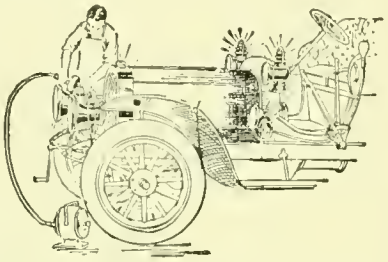
polish your brass work by hand when it can be quickly polished with a Coates Electric Outfit?

Send for Catalogue

22

Coates Clipper Mfg. Co.

Worcester, Mass.



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ART PRINTERS

No. *Four Walnut St.* WORCESTER MASS.

Birdseye Views
Original Designs
HALFTONE ENGRAVINGS
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OVER 4400 ARTICLES ILLUSTRATED

YOU ARE SURE TO FIND THE VERY THINGS YOU WANT

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We take the wire made here in Worcester, to which we add years of experience, skilled workmanship and up-to-date equipment. This enables us to offer you the largest line of high-grade

WIRE HARDWARE

made in this country.

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28 Union Street, Worcester, Mass.

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240 pages

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A Mark of Quality

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Agents for the

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The recognized champion

Hill Climber

of the

World

Pope Hartford Cars

for rental

driven by competent, careful drivers

185 Commercial Street

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WORCESTER MASS.

185 COMMERCIAL ST. JUST OFF FRONT ST.

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Courteous attendants

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AIR COOLED

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WATER COOLED

GARAGE

WORCESTER MOTOR CAR CO.

Pleasant St. opp. Chestnut St.

Worcester, Massachusetts

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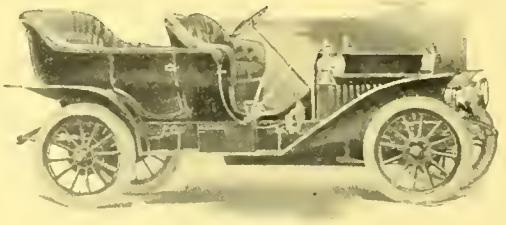

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MODEL 5, PRICE $2500

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Worcester County

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BUICK Automobiles Supplies BUICK

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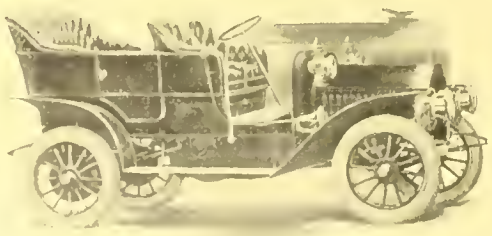
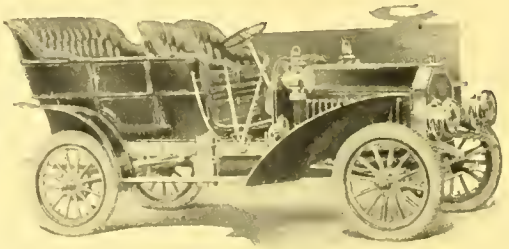
MODEL F, PRICE $1250
Also in Runabout, PRICE 1150

MODEL D, PRICE $1750
Also in Runabout, PRICE 1750



BUICK



The Wise Man Buys a High Grade Car

Stevens-Duryea Co.

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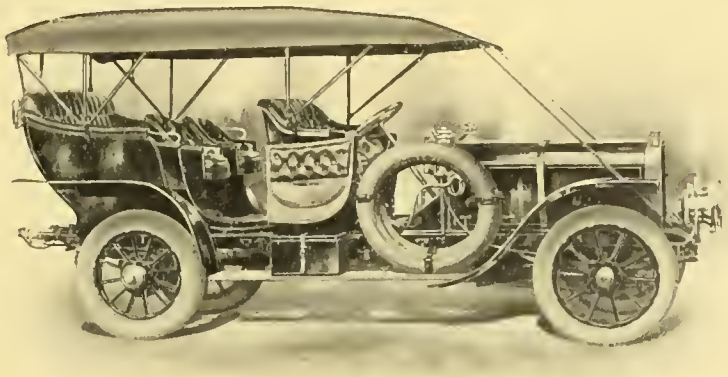
4-cyl 24 H.P.	$2750
6-cyl. 35 H.P.	$3500
6-cyl. 50 H.P.	$6000



Six-Cylinder Stevens-Duryea, 50 H.P., $6000

E. R. Thomas Co.

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4-cyl. Tour. Car	$3000
4-cyl. 40 H.P.	$2750
4-cyl. 60 H.P.	$4500
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J. S. Harrington

Distributor for

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36 Central Street **Worcester, Mass.**

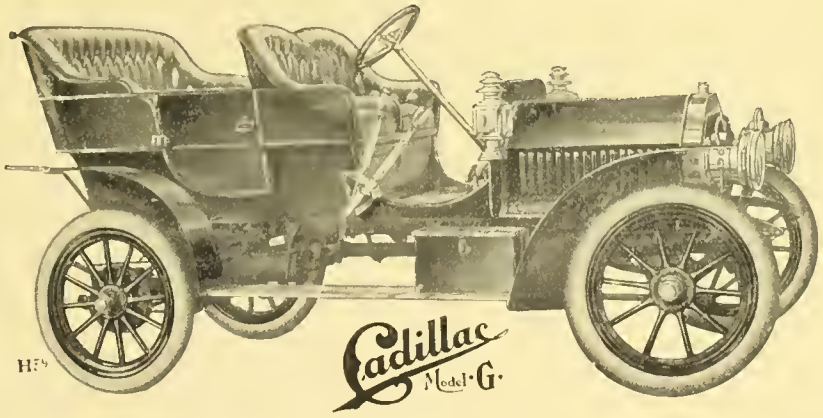
PEERLESS AND CADILLAC MOTOR CARS

Peerless

$4300

to

$6000



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Repair work done promptly and guaranteed stock of parts always on hand

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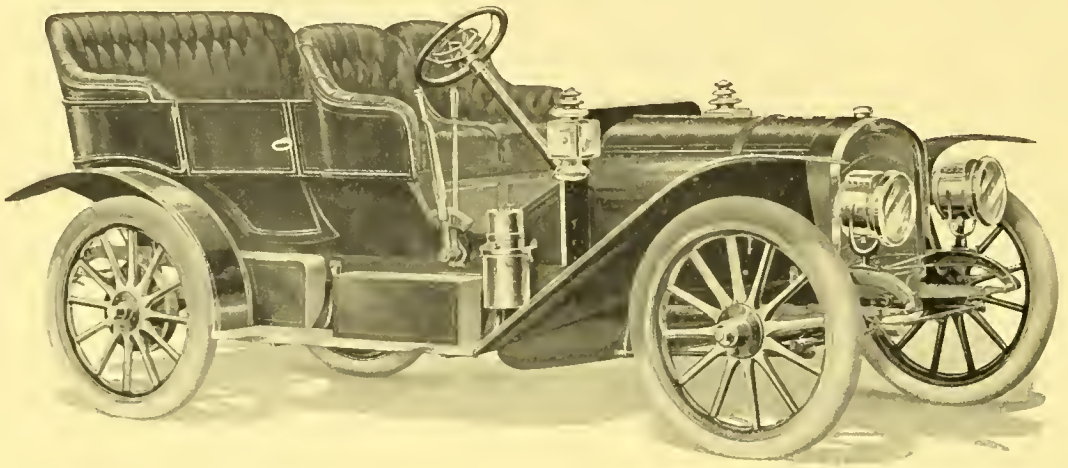
Rambler

Stabling
Supplies

Renting
Repairs

PALACE AUTO STATION



32 HERMON STREET, WORCESTER, MASS.

Just Around the Corner from 719 MAIN STREET

KEEP YOUR VALVES CLEAN

with the BEST OIL that Money Can Buy

IT COSTS LESS TO BUY

GOOD OIL than to OVERHAUL MOTORS

Over 4,000 Miles with OILZUM

Carbonless Cylinder Oil

THE WHITE & BAGLEY COMPANY

Less than 150 Miles with ANOTHER OIL

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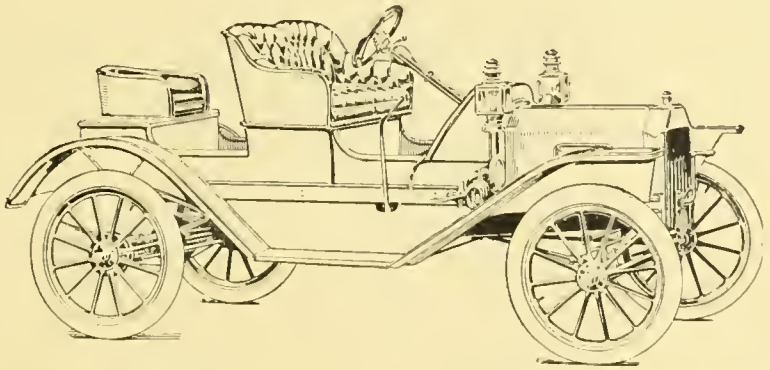
Franklin Square Garage

Our Vulcanizing Department is the Most Complete in the City. We Guarantee Our Work.

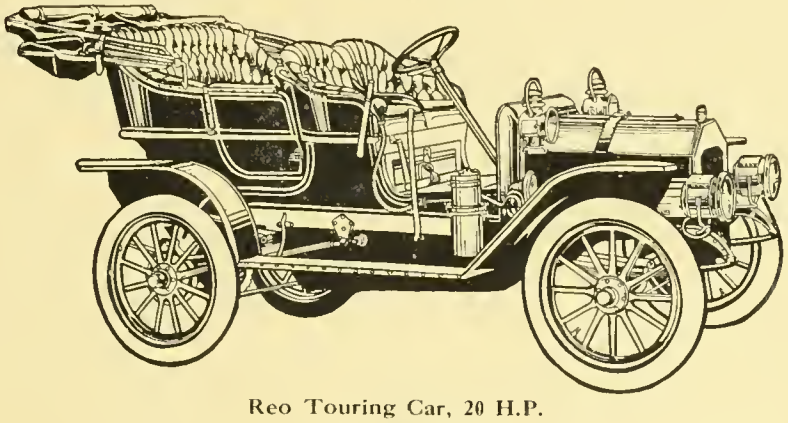
We Have the Best Repair Shop in the City
We Guarantee Our Work



Model S, Ford Roadster, 15 H.P.

Price $750

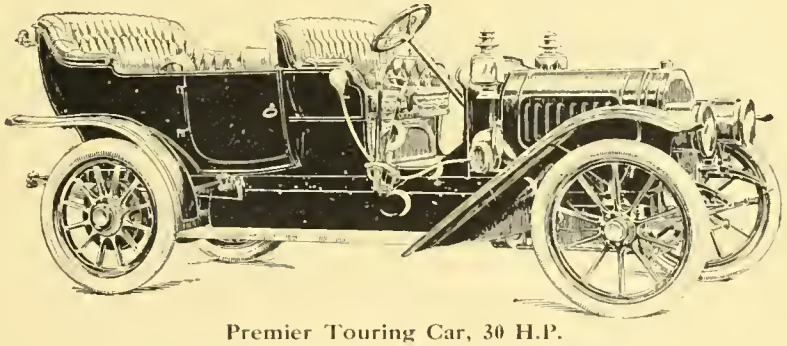
F. O. B. Factory



Reo Touring Car, 20 H.P.

Price $1300

Fully Equipped, Including all Lamps, Horn and Top



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Price, Including Magneto, $2600

F. O. B. Factory

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Franklin Square Garage

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ATTENTION TO THE AUTOMOBILIST

DO YOU KNOW THAT WE CARRY A COMPLETE LINE OF

Automobile Tires Inner Tubes Rubber Matting Gas Tubing Rubber Buckets Auto Coats Hot Water Hose Wash Aprons Rubber Boots, Etc.

OUR MOTTO IS THE BEST IS THE CHEAPEST WE HAVE THE BEST
WE RESPECTFULLY INVITE YOU TO INSPECT OUR GOODS
WE ARE SURE OUR PRICES WILL INTEREST YOU

WORCESTER RUBBER COMPANY

A. H. BLOSS, President

324 Main Street Worcester, Massachusetts

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WE WANT AN AUTOMOBILE PLANT

WORCESTER HAS MACHINE TOOLS, DROP FORGINGS, CRANK SHAFTS, CRANK SHAFT GRINDING, METAL STAMPING, PARTS, OIL CUPS, CHAINS, GEARS, GEAR FRAMES, SPRINGS, GRINDING WHEELS, WOOD WORKERS, MACHINE SCREWS, AND OTHER SPECIALTIES THAT ENTER INTO

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SKILLED MECHANICS, NO STRIKES, LOW TAX RATE, EXCELLENT SHIPPING FACILITIES, IN THE HEART OF A POPULOUS COMMUNITY.

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MOTOR CAR ACCESSORIES
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THAT ARE STRONG

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Simple

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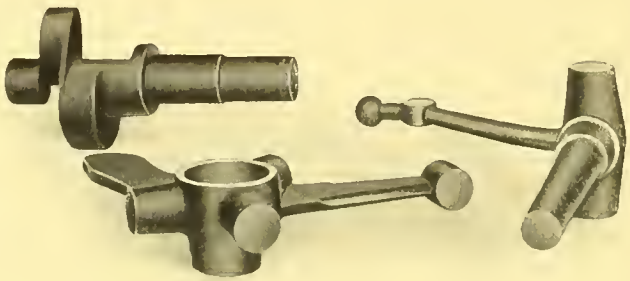
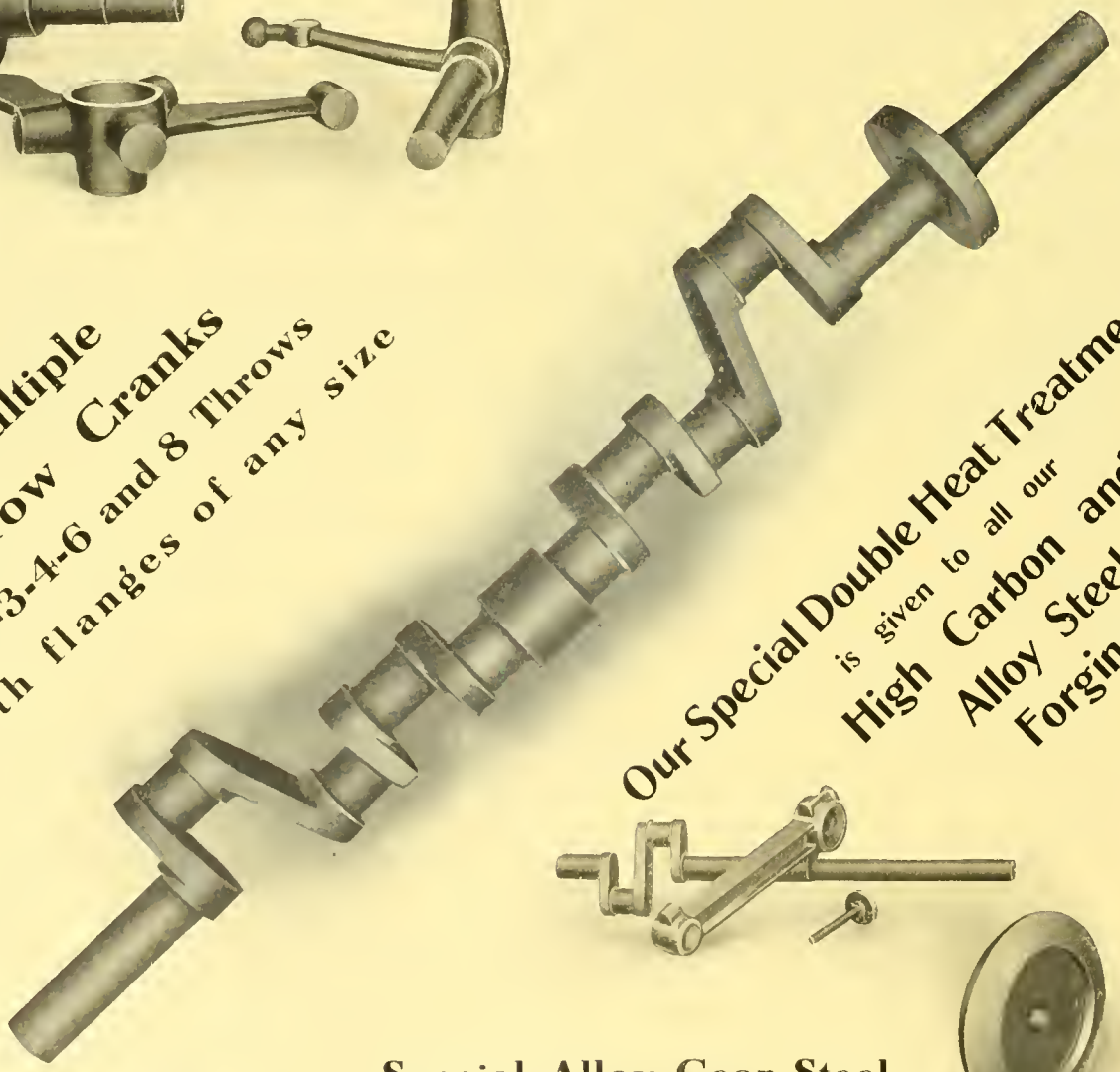
FOR

Automobiles, Motors and Machine Parts

of Every Description





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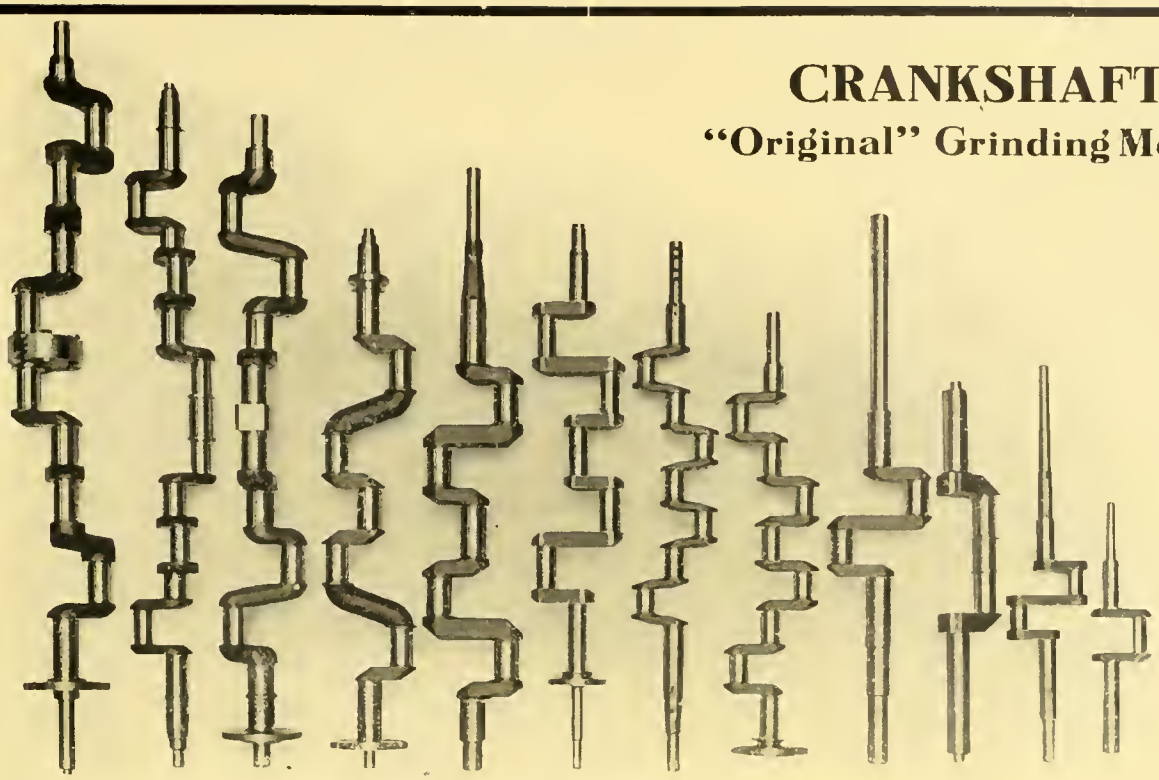
Our Special Double Heat Treatment is given to all our High Carbon and Alloy Steel Forgings

Special Alloy Gear Steel

Easily Machined, Safely Hardened and Uniform in Quality



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"Original" Grinding Methods

W. H. LELAND & COMPANY

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JUST ISSUED!

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INTERSTATE AUTOMOBILE GUIDE, 1908

Is practically a new book from cover to cover, doubled in size. A distinct advance over anything heretofore published. Thoroughly revised and re-written. Contains

574 Routes
26,000 Miles of Roads

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69 City Street Maps

showing how to get in and out of congested districts. Also a

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showing at one glance the popular touring routes and their relative location.

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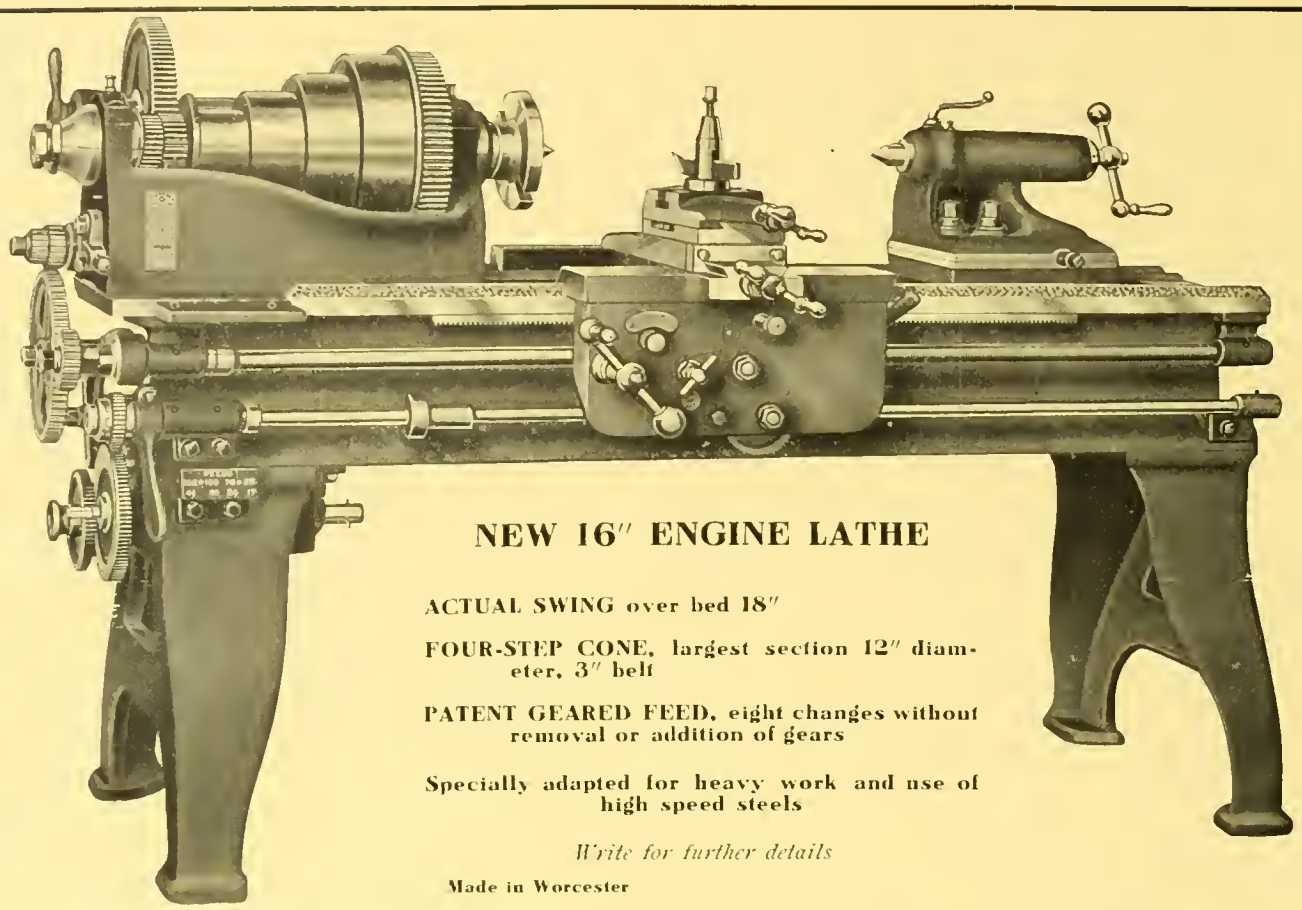

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ACTUAL SWING over bed 18″

FOUR-STEP CONE, largest section 12″ diameter, 3″ belt

PATENT GEARED FEED, eight changes without removal or addition of gears

Specially adapted for heavy work and use of high speed steels

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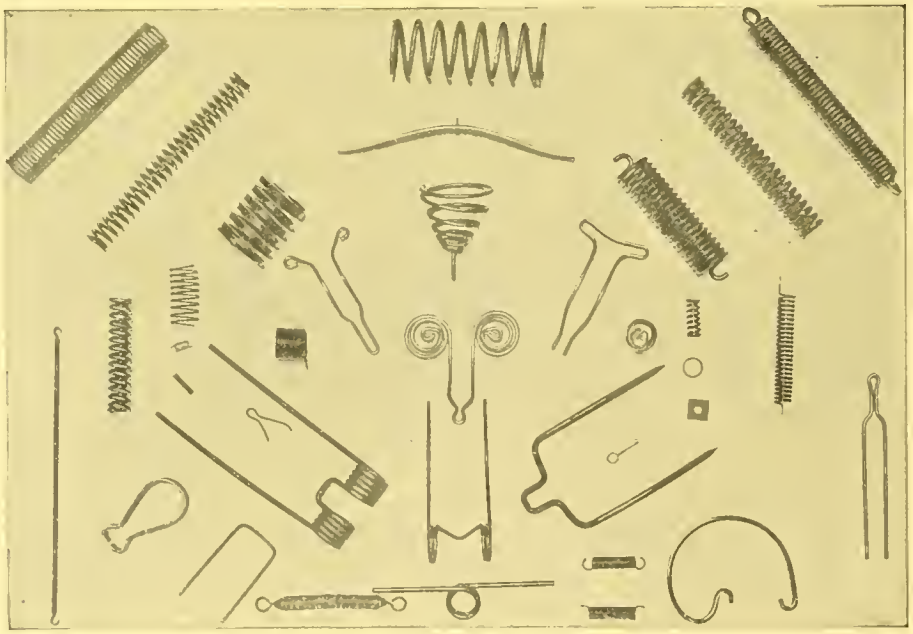

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WIRE, WIRE NAIL, DOUBLE-POINTED TACKS, STAPLES, WIRE SPECIALTIES

SPRINGS FOR ALL PURPOSES

SPECIAL ATTENTION GIVEN TO AUTOMOBILE SPRINGS

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SECOND-BELT DRIVE PLANERS

are peculiarly adapted to all classes of work requiring speed and accuracy, as they do away with all shock and jar, and results are large and finish perfect.

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Planers

17″ 22″ 24″ 26″ 30″

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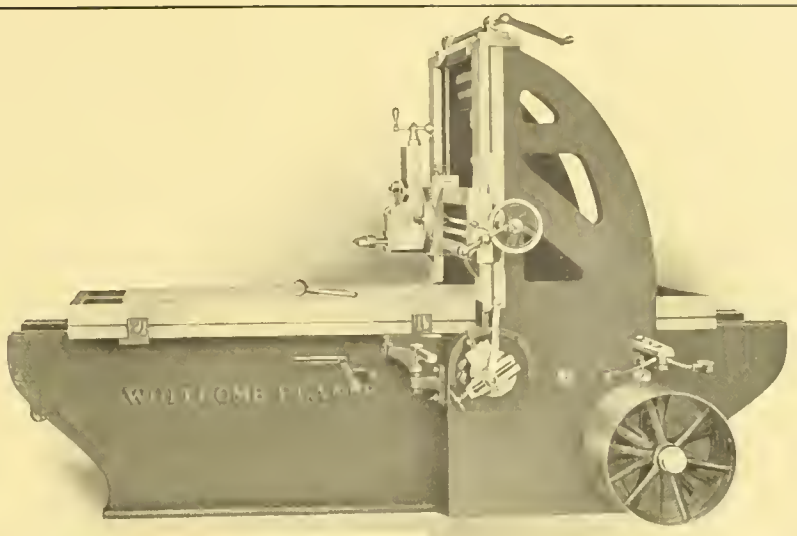
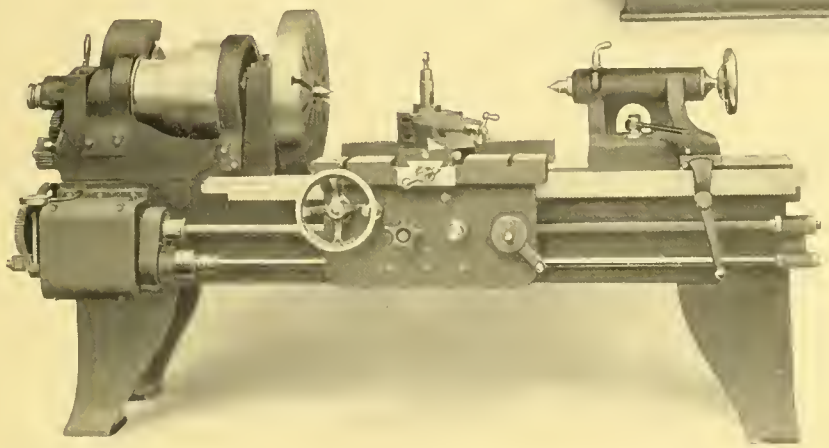
13″ 16″ 18″ 20″ 24″





THREE-STEP CONES, DOUBLE BACK GEARS

make these lathes rank among the greatest producers in their line.

Satisfaction Guaranteed

BLAISDELL

Whitcomb-Blaisdell Machine Tool Co.

Worcester, Mass.

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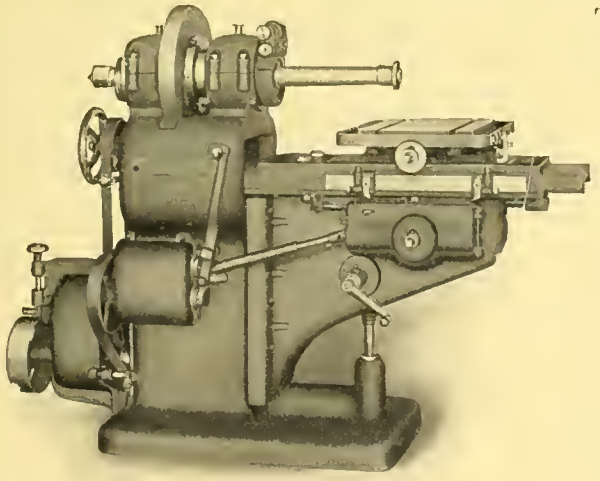
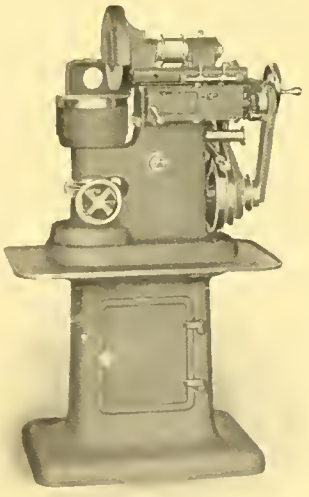


The Heald Cylinder Grinder

is the only successful grinding machine made for finishing the bores of Automobile and Gas Engine Cylinders accurately round and straight. We can regrind the cylinders of your car to order, improving greatly the compression, power and smoothness of running.



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has been adopted by all the leading automobile builders as the standard machine for finishing

Rings, Discs, Dies, Thrust Collars, etc.

to accurate thickness. A very rapid, handy and efficient machine.

The Heald Machine Company

Worcester, Mass.

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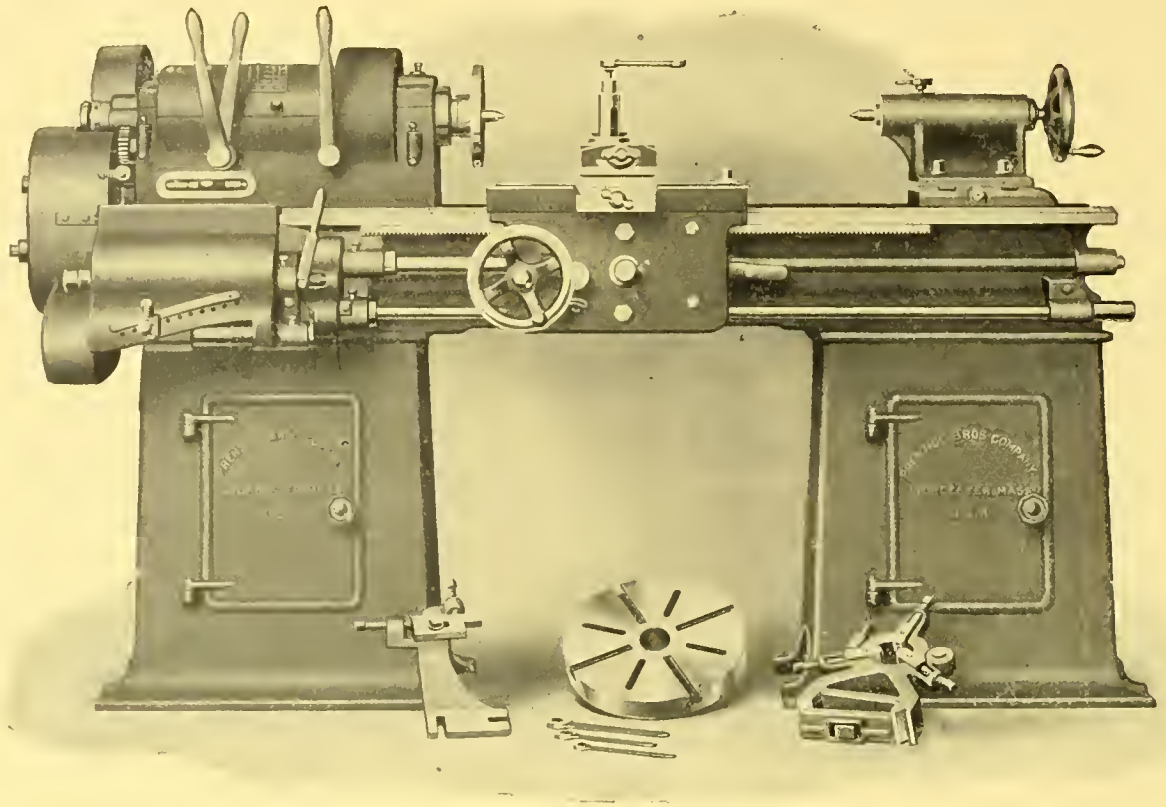

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CHICAGO OFFICE: 1064 MONADNOCK BLOCK

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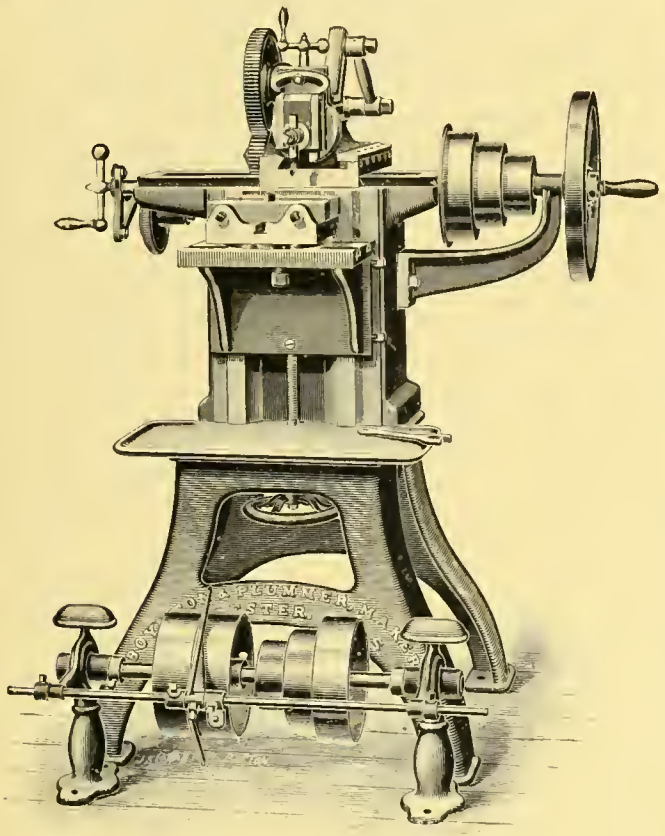

8 x 12 inch Traverse Head Shaper

One of our latest improved machines. Capacity increased more than **50 per cent.** Best material. Best workmanship. Sizes 6 x 9, 8 x 12, 10 x 15 inches.

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Hostelry

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Automobile Parties a Specialty :: Excellent Cuisine

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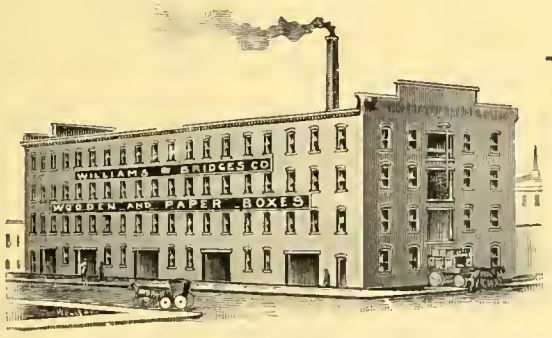

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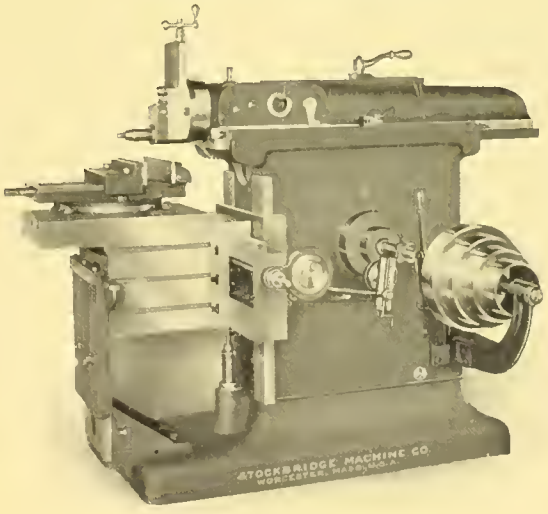

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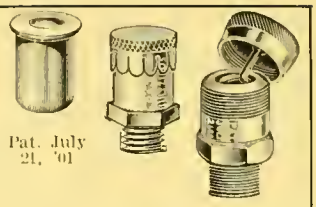

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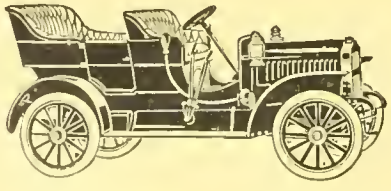

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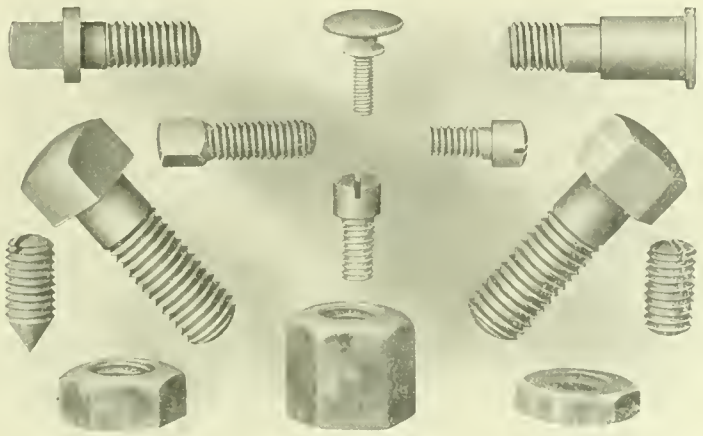

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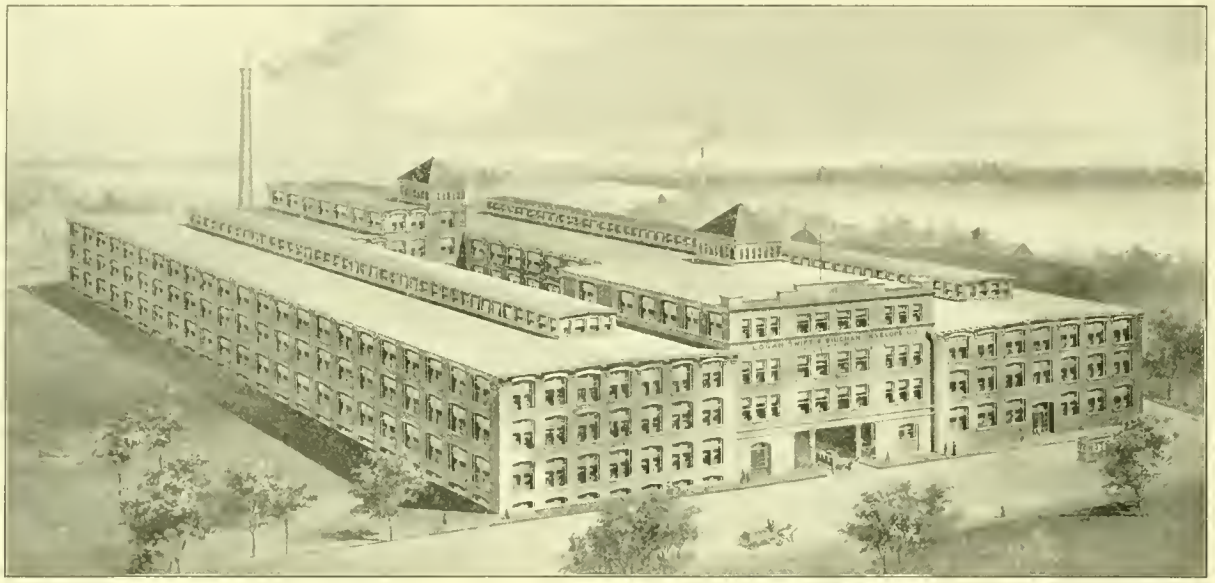

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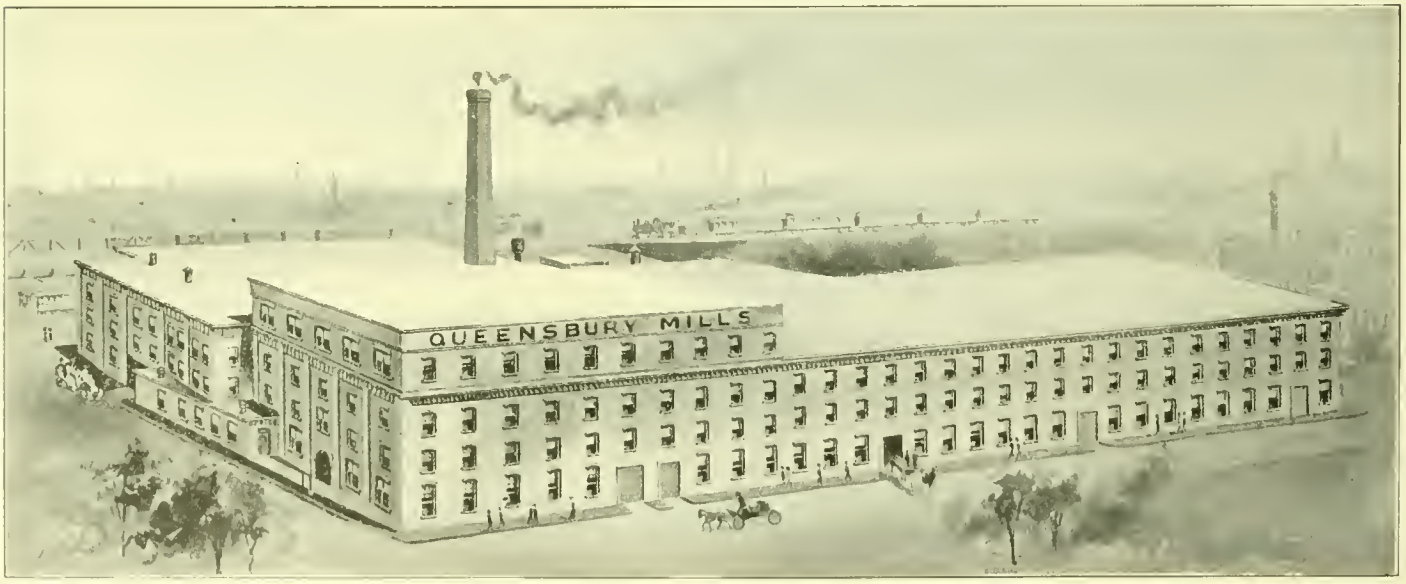

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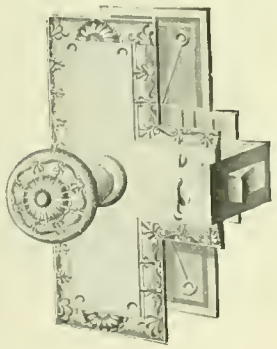

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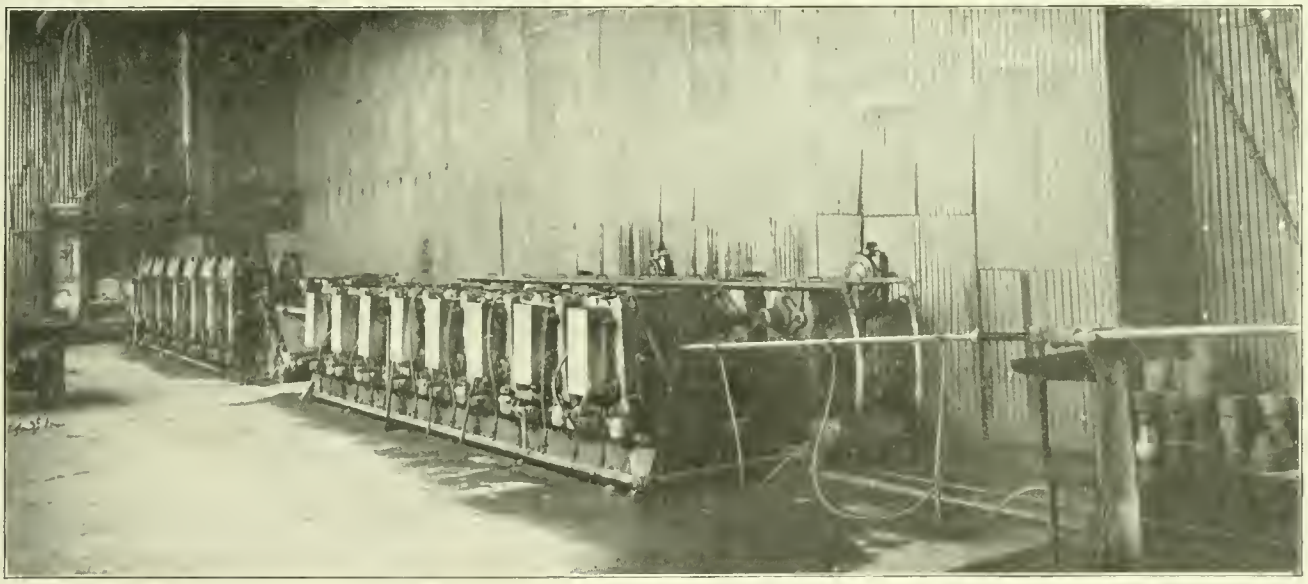

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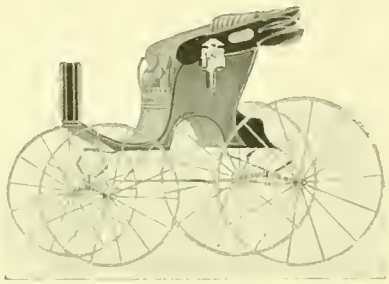

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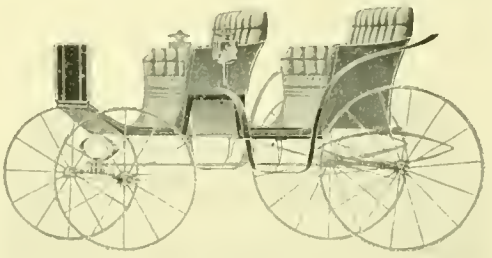

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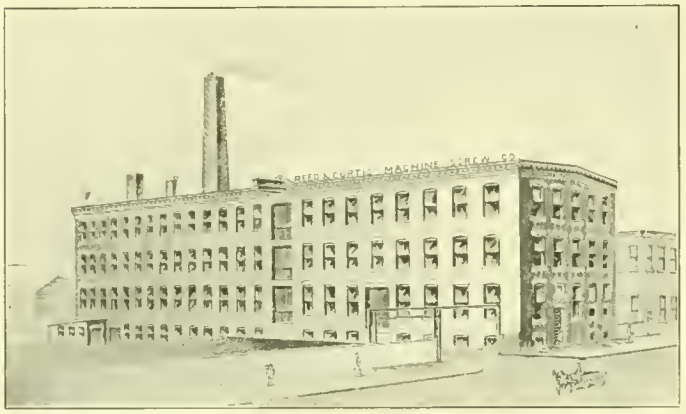

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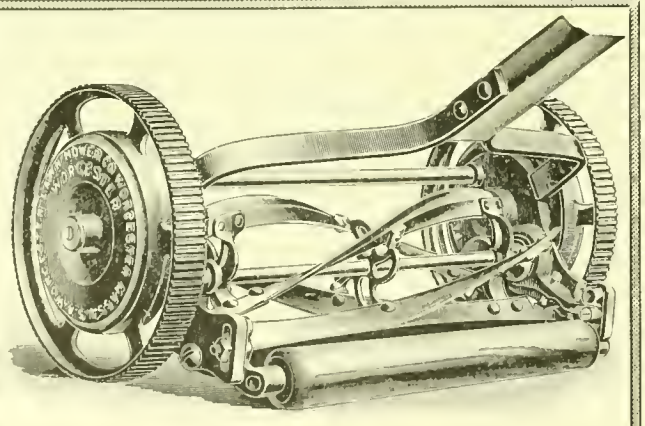

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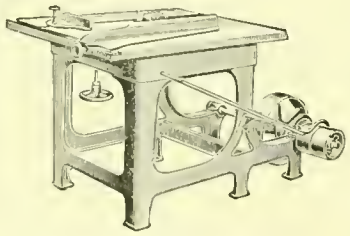

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Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper,	vii
Alsten & Goulding,	xv
American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xxv
Bay State Stamping Co.,	xxii
Brownell, George L., twisting and spinning machinery,	xxix
Boston Pressed Metal Co., transom adjusters,	vii
Boynton & Plummer,	xxi
Blake, Jr., & Co., George F., iron and steel, and supplies,	xxiv
Blanchard & Co., F. S., printers,	xvii
Commonwealth Press, printers,	xxvii
Coughlin Electric Co.,	116
Crawford & Co., woolen machinery and mill supplies,	xxix
Crompton & Knowles Loom Works, looms,	Inside back cover
Central Supply Co., steam and gas supplies,	Inside front cover
Coates Clipper Mfg. Co., flexible shafting,	viii
Duncan & Goodell Co.,	xxvii
Davis Press, printers,	xxxi
Delle, B. E., mechanical engineer,	xxxi
Dixon Co., Geo. S.,	xxiii
Eastern Bridge & Structural Co.,	xxxi
Flexible Door & Shutter Co.,	xxviii
Franklin Garage,	xiii
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	xxii
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Harrington, J. S.,	xi
Harrington & Richardson Arms Co., firearms,	Inside front cover
Heald Machine Co.,	xix
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Heald Machine Co., The, machine tools, grinding machines,	vii
Heywood Boot & Shoe Co., fine shoes,	iv
Hudson Belting Co., leather belting,	xxvii
Jackson St. Foundry, iron castings,	xxxii
Jacques & Son, John,	116
Kidder, R. E., drawing tables,	xxxii
Kelley, O. A., horse mart, harnesses, etc.,	xxxi
Leicester Polar Spring Co.,	xxii
Logan, Swift & Brigham, envelopes,	xxvi
Leland, W. H., & Co., Gooseneck-type wet grinders,	xvii
Marble Co., J. Russel,	xxvii
Morgan Construction Co., rolling mill equipment,	xxix
Morgan Spring Co.,	xviii
Massachusetts School of Engineering,	xxviii
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xxix
Munroe & Ingraham, insurance,	xxviii
Murch & Hidden,	xii
New England Biscuit Co., bakers of crackers and specialties,	Back outside cover
Norcross Brothers Co., contractors and builders,	v
Norcross Garage,	x
Norton Company, grinding wheels,	Inside back cover
Palace Automobile Station,	xii
People's Savings Bank,	ii
Pierce & Rice Oil Co.,	xxiv
Pilot Garage,	ix
Pond Machine & Foundry Co.,	vii
Porter & Co., S., lasts,	xxvii
Power Maintenance Co.,	116
Pratt & Inman, iron and steel,	xxix
Pratt, Robert G., supplies for narrow fabric looms,	xxxii
Prentice Bros. Company, drilling machines, engine lathes,	xx
Provident Life & Trust Co.,	xxxi
Queensbury Mills,	xxvi
Reed, F. E. & Co.,	xiv
Reed & Curtis Machine Co.,	xxx
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	xxv
Ross Bros., hardware, etc.,	xxx
Sargent, J. W. & Co., carriages,	xx
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xxv
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	xxi
Tatman & Park,	xxx
Torrey Razor Co., J. R., The,	xxii
Torrey Co., J. R.,	xxii
The Warren Hotel,	xxi
The Wire Goods Co.,	viii
Union Water Meter Co., water meters,	xxiv
Wadsworth-Howland & Co.,	ii
Warren, J. F. & W. H., leather belting and mill supplies,	xxiii
Warren Leather Goods Co., suit cases, bags and supplies,	xxiv
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxxii
White & Bagley,	xii
Whitcomb & Blaisdell Machine Co.,	xix
Williams & Bridges,	xxi
Wire Goods Co.,	iv
Winslow Skate Co., ice and roller skates,	xxiv
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Lawn Mower Co., lawn mowers,	xxx
Worcester Machine Screw Co., set, cap and machine screws,	xxiii
Worcester Motor Car Co.,	x
Worcester National Bank,	iii
Worcester Pressed Steel Co.,	xx
Worcester Trust Co.,	ii
Wilder, W. E., mechanical engineer,	xxxi
Wright Wire Co., wire and wire cloth, wire rope, etc.,	iii
Wyman & Gordon Co., drop forgings,	xvi

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Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

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CROMPTON & KNOWLES LOOM WORKS,

WORCESTER, PROVIDENCE AND PHILADELPHIA.

Norton Grinding Wheel Works

Norton Grinding Wheels are made of Alundum, a product of the Norton Electric Furnace Plant at Niagara Falls. They are adapted for every kind of grinding.

F-32

Norton Company

Worcester, Mass., U. S. A.

New York Niagara Falls Chicago

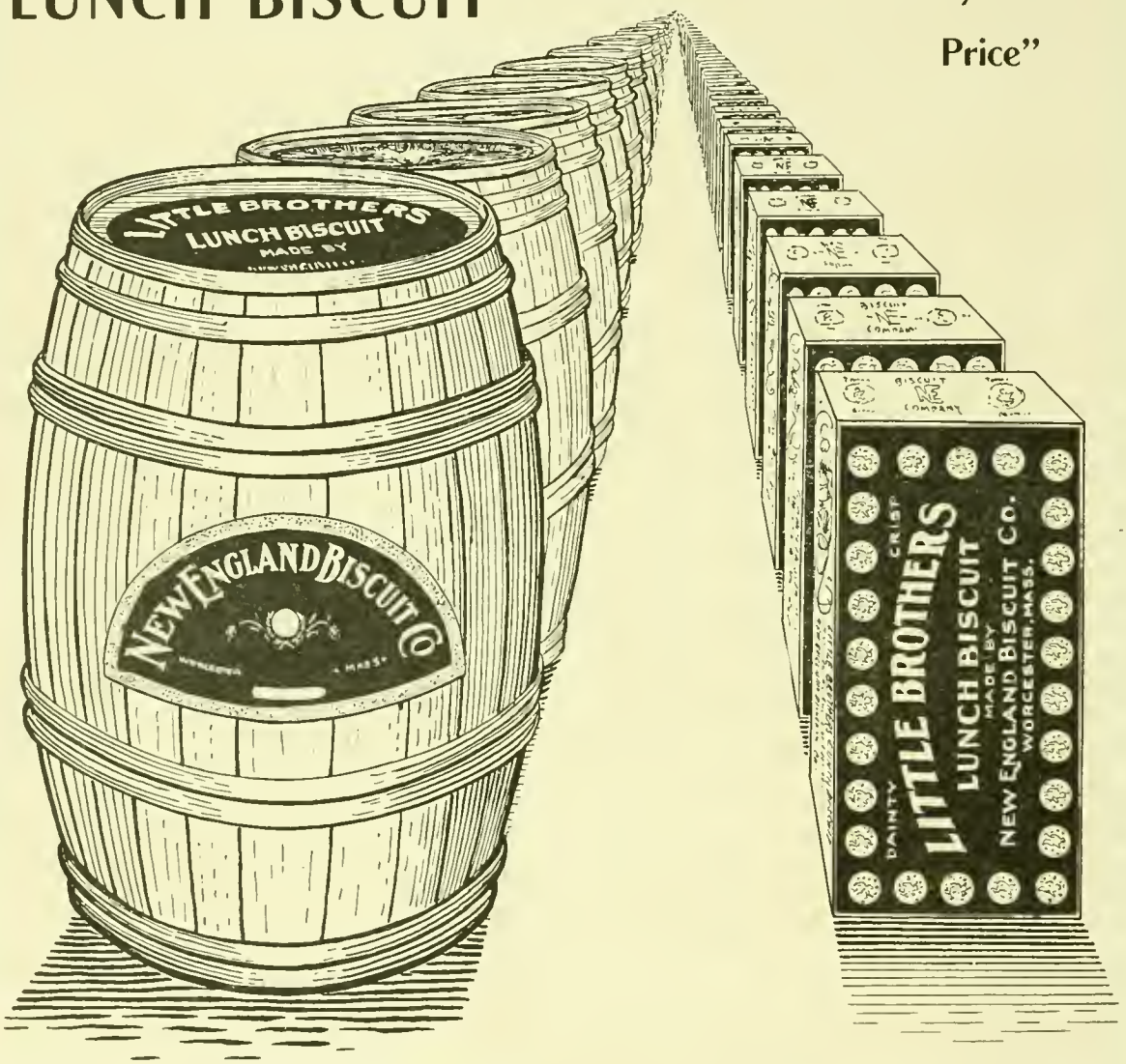
Thousands are Convinced

that there is no biscuit quite the equal of

Worcester's Pride

LITTLE BROTHERS' LUNCH BISCUIT

"The Great Little Biscuit at a Very Little Price"



BARREL AFTER BARREL

CASE AFTER CASE

Carton on Carton are necessary to supply the tremendous demand for this crisp, dainty, appetizing morsel.

New England Biscuit Company, Worcester, Massachusetts

THE GRATON & KNIGHT MFG. CO.

WORCESTER, MASS. U.S.A.

1851 G&K TRADE MARK

LEATHER BELTING

ESTABLISHED IN 1851—That shows how much experience we put into our product.

TANNERS SINCE 1867—That is why we know how to tan the hides so that they will make belting leather of the highest quality.

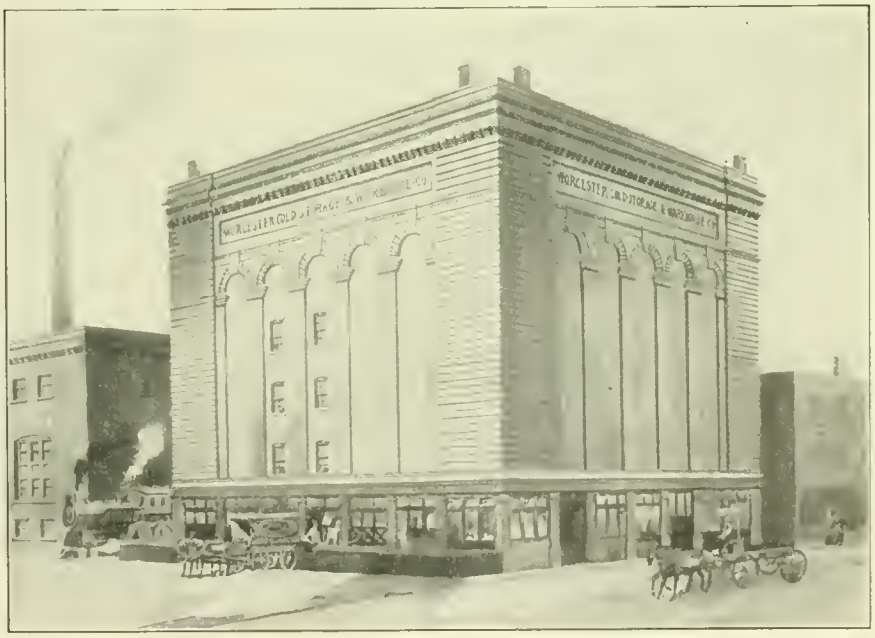
CAPITAL PAID IN, $1,500,000—That is why we have been able to make of our plant—which covers nearly eight acres of floor space—the largest and best equipped plant in the world for tanning and currying hides and manufacturing same into leather belting.

ORIGINALITY—We are the originators and pioneer manufacturers of waterproof leather belting—"six years on the market" is the enviable record of our Neptune Waterproof Leather Belting.

Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

Made in Worcester

Cold Storage and Artificial Ice



Our new buildings of modern construction with latest improvements and direct railroad connections offer the best facilities for COLD STORAGE of EGGS, BUTTER, POULTRY, FRUIT, etc. We have a room specially fitted for cold storage of FURS, RUGS and GARMENTS, also GENERAL STORAGE for all kinds of merchandise.

The best service and favorable terms.

Makers and sellers of the PURE ARTIFICIAL ICE.

Worcester Cold Storage & Warehouse Co.

24 Bloomingdale Road

Made in Worcester

INCORPORATED 1868

WORCESTER TRUST COMPANY

Capital, Surplus and Profits $1,300,000
Total Resources $10,000,000

IN ADDITION TO A GENERAL BANKING BUSINESS

ACTS AS

EXECUTOR, ADMINISTRATOR, GUARDIAN, TRUSTEE

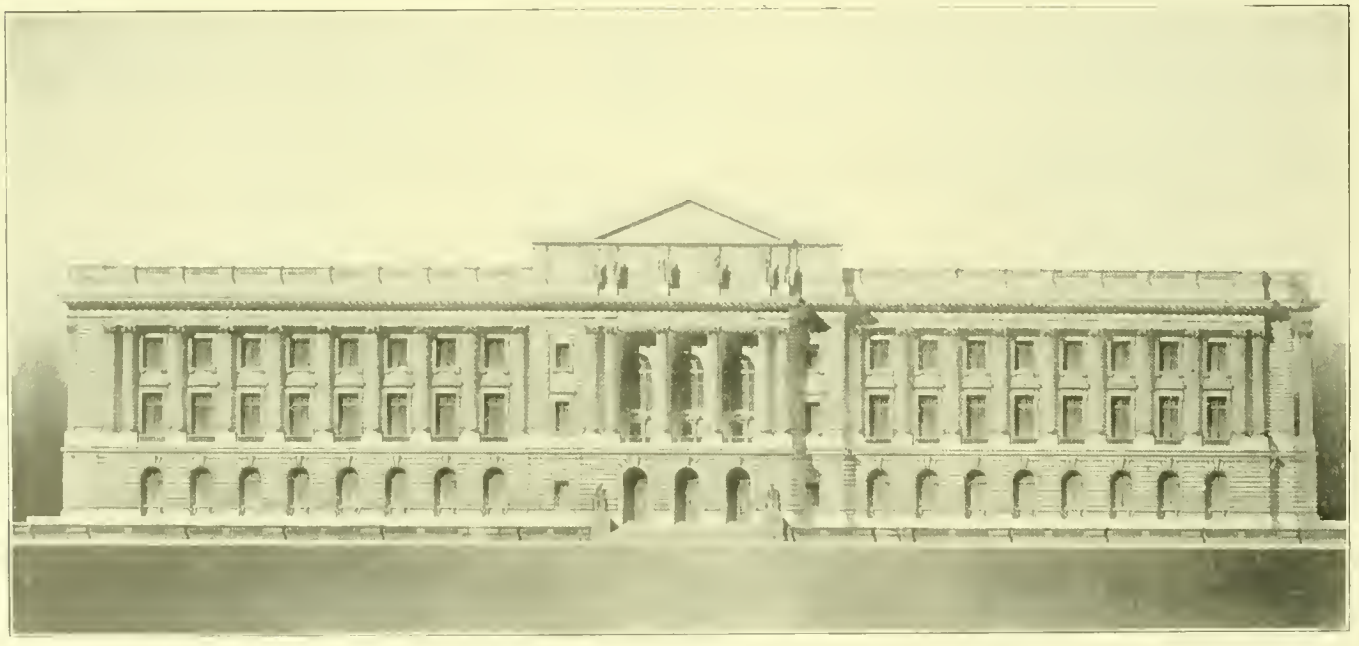
FINANCIAL AGENT FOR INDIVIDUALS AND CORPORATIONS

Depository Under Plans of Reorganization, Trustee of Corporation Mortgages, Registrar and Transfer Agent

ISSUES

LETTERS OF CREDIT AND FOREIGN EXCHANGE

ACCOUNTS SOLICITED



CUYAHOGA COUNTY COURT HOUSE, CLEVELAND, OHIO

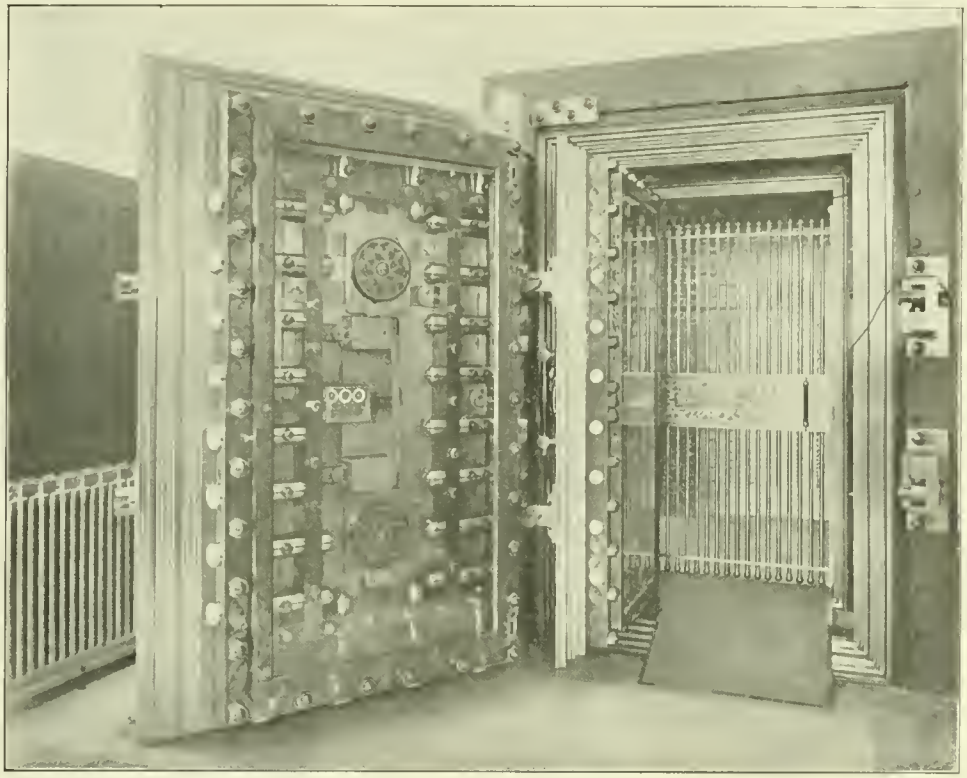
Entire structure of

MILFORD, MASS., PINK GRANITE

furnished by

WEBB PINK GRANITE COMPANY

Quarries at MILFORD, MASS. Offices at WORCESTER, MASS.



WORCESTER NATIONAL BANK

11 FOSTER STREET

Summer Vacation

THOSE who contemplate closing their houses for a part or the whole of the Summer Vacation should investigate our facilities for the safe keeping of silverware, jewelry, etc. Low rates by the month or year.

THESE massive doors, wired with the Bankers' Electric System, furnish absolute Burglar and Fireproof protection for our new Safe Deposit Vault.

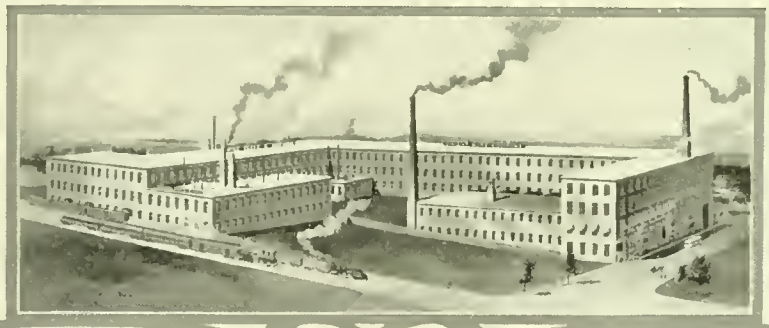
Boxes rent from

$4 to $60 a year

and the same security and courteous attendance are provided for all.

WIRE
WIRE CLOTH

Wire Clothes Lines
Picture Cord
Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES



POULTRY NETTING
Wire Rope Staples
Flower Bed Guard
and Trellis
Wire Fencing
Elevator Cabs and
Enclosures

Wright Wire Company

FACTORIES
WORCESTER and PALMER, MASS.

Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO

Made in Worcester

Our Trade Mark is a Guarantee of Quality

HEYWOOD TRADE MARK SHOE 1864

Heywood Boot & Shoe Co.

Manufacturers

Worcester, Massachusetts, U. S. A.

HIGH GRADE SHOES FOR MEN

OUR RETAIL STORE

415 MAIN STREET

Made in Worcester

Worcester Consolidated Street Railway Company

THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incorporated 1844)

Assets, January 1, 1908, $29,845,723.08
Liabilities, January 1, 1908, $28,286,361.96
Surplus, January 1, 1908, $1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

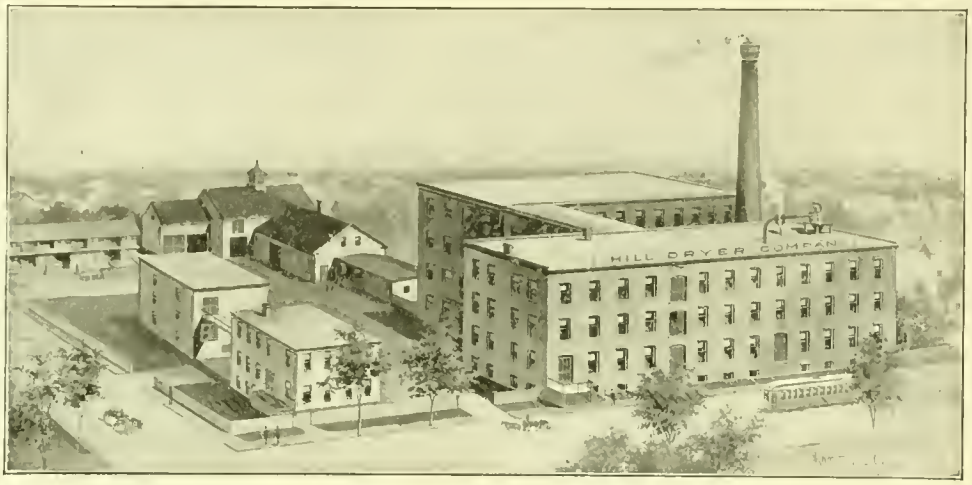
International Bureau of American Republics, Washington, D. C.
Albert Kelsey and Paul P. Cret, Architects. The Norcross Brothers Co., Builders
Entire exterior of Georgia Marble, from the quarries of the
SOUTHERN MARBLE COMPANY

THE NORCROSS BROTHERS COMPANY

General Contractors and Builders
Worcester, Massachusetts

160 Fifth Avenue, NEW YORK
Tremont Building, BOSTON
Colorado Building, WASHINGTON
Industrial Building, PROVIDENCE

We are the Largest Manufacturers of Clothes Dryers in the World



HILL DRYER CO., 340 to 350 Park Avenue, Worcester, Mass.

Dryers made to swing to balcony or fire escape and for use on roof and lawn.

Also Makers of the

"Hustler" Ash Sifter

Made in Worcester

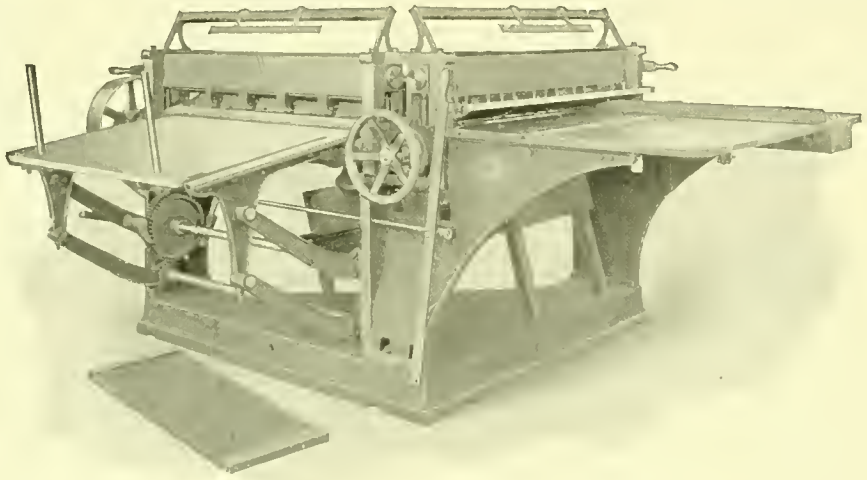
Hill Dryer Company

340-350 Park Ave.

Worcester, Mass.

New York Office, 1133 Broadway

HOBBS MANUFACTURING COMPANY



This is the Hobbs Double Scorer, a Worcester invention that has changed the practice of the paper box industry.

Many other machines are required to produce a fine paper box. We are prepared to meet any requirement.

Made in Worcester

26 SALISBURY STREET, WORCESTER, MASS.

Standard Foundry Company

IRON FOUNDERS

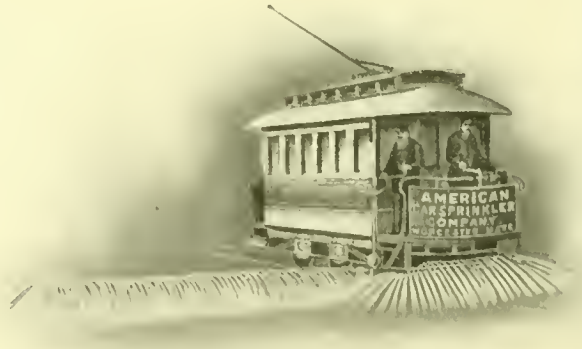
Special attention given to the Manufacture of High Grade

Machinery Castings

Tainter and Gardner Streets
Worcester, Mass.

Made in Worcester

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

SHERMAN ENVELOPE CO.

Worcester, Mass., U. S. A.

Manufacturers of

All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver
The Sherman STAMP SAVER for mailing second class matter
The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester

BOSTON PRESSED METAL CO.

SHEET METAL PRODUCTS OF ALL DESCRIPTIONS. ELECTRO-GALVANIZING, PLATING, BLUING

CASE-HARDENING

ANNEALING

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Made in Worcester

"NORMANDY CASTLE"—an unusually odd and artistic scenic tapestry effect.

Allen-Higgins Wall Paper Co.

Makers of High Class Wall Papers

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Hammond Reed Company

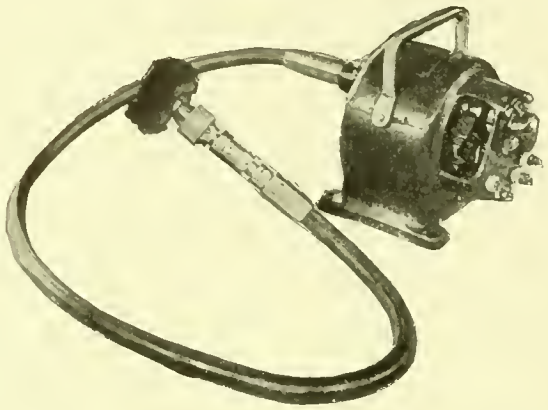
Manufacturers of

Organ Reeds,
Reed Boards
and other
Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester



COATES flexible shafting for automobile work, buffing, drilling, grinding, etc. Makes mirrors of all brass work. Drills holes in any old place.

WHY

polish your brass work by hand when it can be quickly polished with a Coates Electric Outfit?

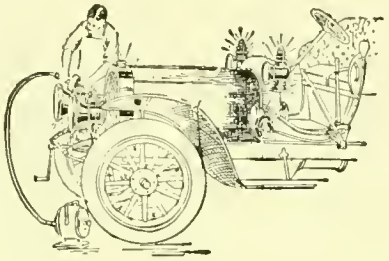
Send for Catalogue

22

Coates Clipper Mfg. Co.

Worcester, Mass.

Made in Worcester



Woodbury Carlton Co.

ARTISTS ENGRAVERS
ART PRINTERS

No. *Four Walnut St.* WORCESTER MASS.

Birdseye Views
Original Designs
HALFTONE ENGRAVINGS
Photographing
At your service day or night
Enlarging
ART PRINTING
Photogravures
Cards, Wedding Invitations, Menus

EVERY DEPARTMENT IN CHARGE OF A SPECIALIST — A MOST COMPLETE ENGRAVING AND ILLUSTRATING PLANT

START A BANK ACCOUNT

and you establish an asset that time or conditions cannot depreciate in the

People's Savings Bank

452 Main St., Worcester, Mass.

Interest Days

February, May, August and November 1st

Deposits and withdrawals may be made by mail

OPEN FOR DEPOSIT

Saturday Evening, 6 to 8 p. m.

SAMUEL R. HEYWOOD, President
CHARLES M. BENT, Treasurer

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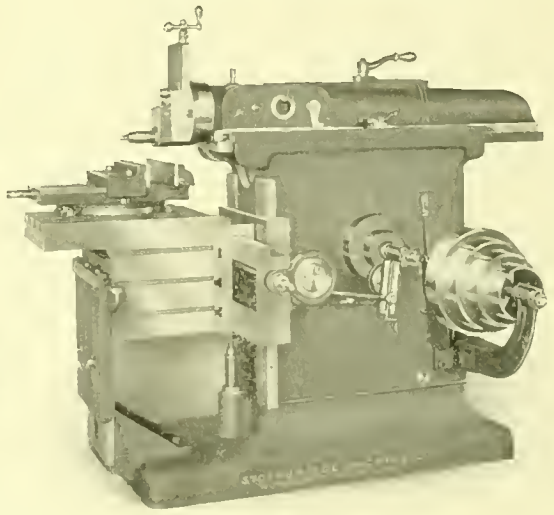
MADE IN WORCESTER



21" STOCKBRIDGE SHAPER

Worcester made tools are recognized the world over as unexcelled in workmanship. Stockbridge Shapers combine good workmanship with SPECIAL FEATURES in construction, our patented Two-Piece Crank Mntion producing economies in operation that no prospective purchaser of a shaper can afford to nverlook.

STOCKBRIDGE MACHINE CO.

Worcester, Mass., U. S. A.

Made in Worcester

Founded by Jonas G. Clark of Worcester
CARROLL D. WRIGHT, Ph.D., LL.D., President

CLARK COLLEGE

Seventh Year Opens September 16, 1908
A College for Students Devoted to Work

The New Dining Hall, Corner of Woodland and Charlotte Streets

Three-year course leading to the degree of Bachelor of Arts. Tuition, $50 a year, and no extra fees. Living expenses low. Well-equipped gymnasium, with a competent director; medical inspection without charge; athletics heartily supported, but no intercollegiate athletic contests.

For Catalogue and Information, Address R. C. BENTLEY, Dean

HOLY CROSS COLLEGE Worcester, Massachusetts

FOUNDED IN 1843

The system is founded on the famous *Ratio Studiorum* of the Society of Jesus, whose members direct the institution and constitute the entire teaching staff. The college course comprises four years of prescribed studies, with a few elective courses in the last year. The completion of a four-year High School Course (classical) usually fits a student for entrance. Well equipped gymnasium, football and baseball fields, tennis courts, etc. Physical instructors and trainers under the supervision of a representative of the faculty.

Worcester Academy

75th Year Begins September 15, 1908

Few preparatory schools have so extensive an equipment as Worcester Academy. It is further distinguished among schools of its class for the number of boys it has prepared for college, scientific school or business. Those boys represent wholesome development of mind and body—the result of effective methods. Eight buildings, including the new "Megaron," containing a noble recreation hall and a large swimming pool. Special laboratories, superb dining hall, admirably equipped infirmary. Campus of 12 acres. New central heating and electric light plant. Physical training equipment includes a fine gymnasium, five-lap cinder track, oval, eight tennis courts. Illustrated catalogue will give a better idea of the spirit of the school.

D. W. ABERCROMBIE, LL. D., Principal, Worcester, Mass.

Prompt Delivery Good Goods
Reasonable Prices
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Satisfied Customers

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Factories, Malden, Mass.

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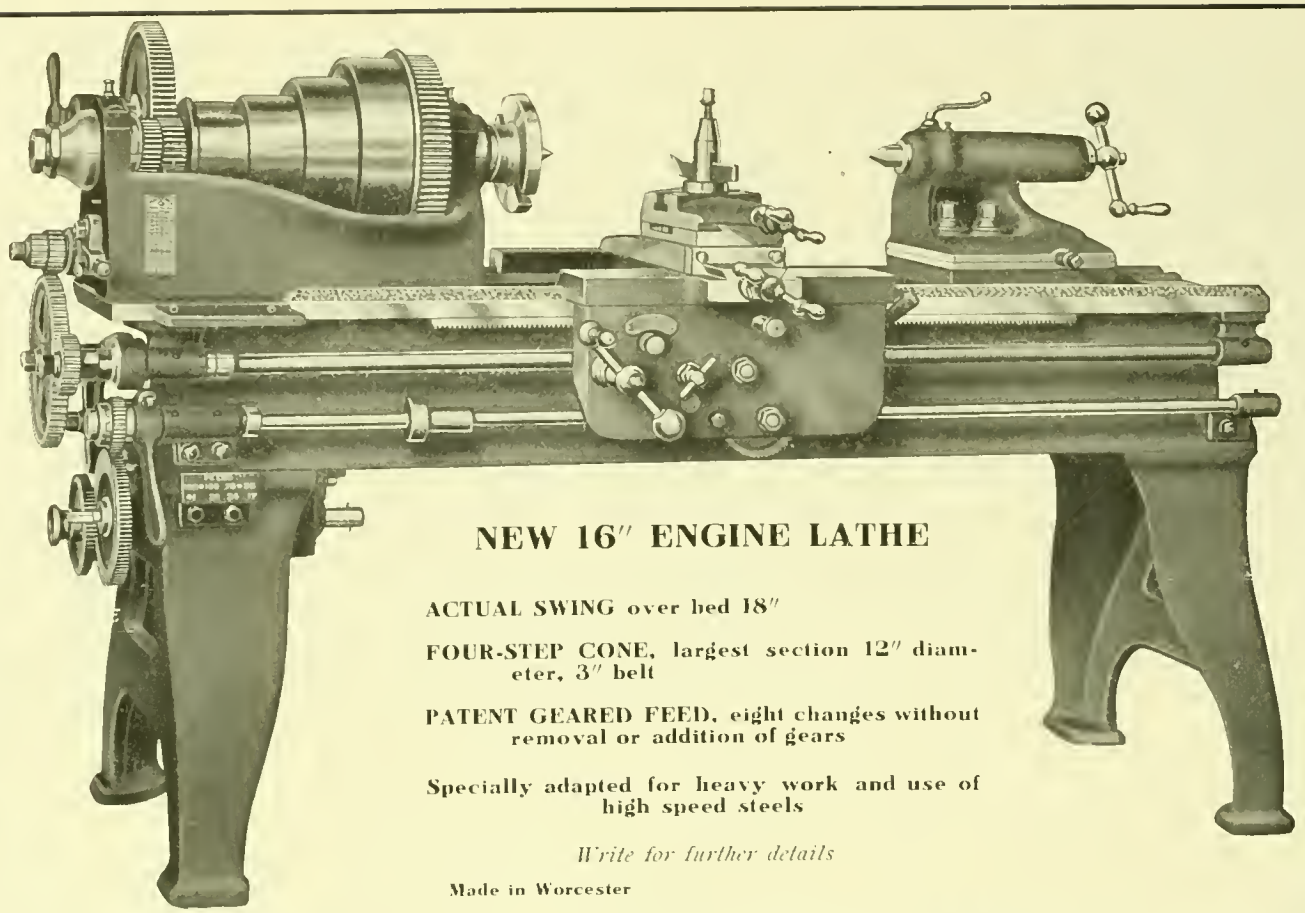
CIRCULATION COVERING THE PRINCIPAL TRADE CENTRES
ARE YOU REPRESENTED IN THE **WORCESTER MAGAZINE?**
IF NOT SEND FOR THE ADVERTISING MAN AND HE WILL CALL

Dollar for Dollar

THERE is no waste so wasteful as economy overdone. Some men spend so much time saving that they cripple their earning capacities. Many a job of printing has failed to develop sales simply because it was rendered unattractive by unwise skimping. With our splendid equipment we can give you a big dollar's worth for every dollar expended, but we do not claim to produce dollar effects for eighty cents. Let us prepare a catalogue for you that you will be proud of. We will do the writing, designing, engraving and printing—relieving you of every detail of the work. You will be gratified with the result.

F. S. Blanchard & Co.
Worcester, Mass.



NEW 16″ ENGINE LATHE

ACTUAL SWING over bed 18″

FOUR-STEP CONE, largest section 12″ diameter, 3″ belt

PATENT GEARED FEED, eight changes without removal or addition of gears

Specially adapted for heavy work and use of high speed steels

Write for further details

Made in Worcester

F. E. REED CO., Worcester, Mass., U. S. A.

SECOND-BELT DRIVE PLANERS

are peculiarly adapted to all classes of work requiring speed and accuracy, as they do away with all shock and jar, and results are large and finish perfect.

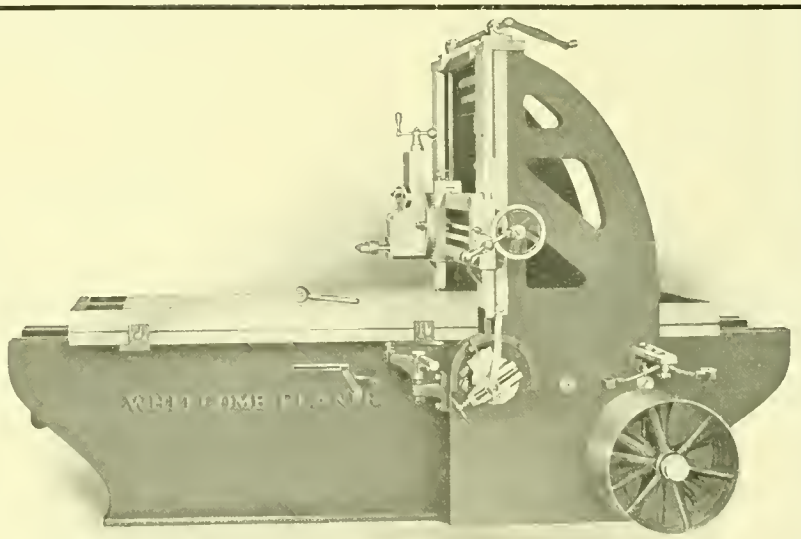
WHITCOMB

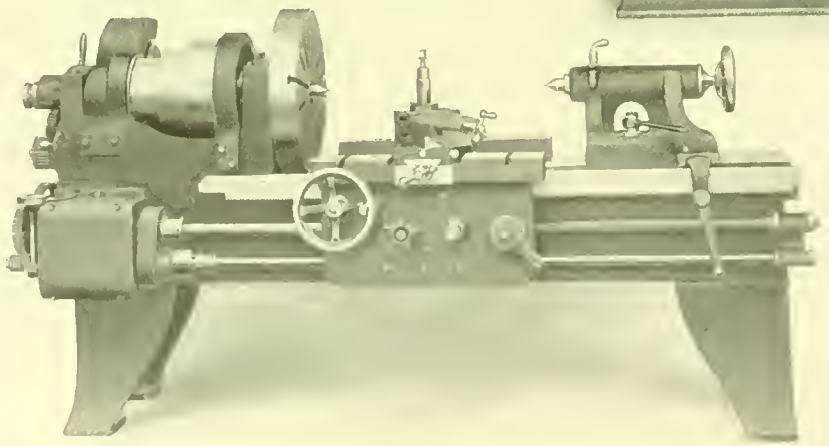
Planers

17″ 22″ 24″ 26″ 30″

Lathes

13″ 16″ 18″ 20″ 24″





THREE-STEP CONES, DOUBLE BACK GEARS

make these lathes rank among the greatest producers in their line.

Satisfaction Guaranteed

BLAISDELL

Whitcomb-Blaisdell Machine Tool Co.

Worcester, Mass.

Made in Worcester

BENNETT

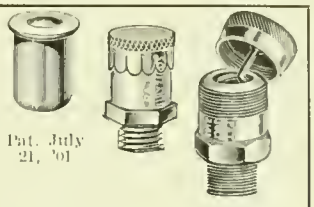
UNDPLS

No More Cuss Words in the Dark

If you can get your hand on it you can put the oil in

European Agents, CHARLES CHURCHILL & CO., LONDON, ENGLAND

Send for Samples



Pat. July 21, '01

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Made in Worcester

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WM. TURNER, President J. R. TORREY, Treasurer

THE J. R. TORREY RAZOR CO.

Manufacturers of

RAZORS

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Makers of

RAZOR STROPS

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L. W. Pond Machine & Foundry Company

Manufacturers of
High Grade Grey Iron
Castings,
up to 15 tons.
Capacity 20 tons a day.

Gold and Assonet Streets, Worcester, Mass.

Made in Worcester

Responsible Insurance

in times of conflagrations and depressed security values becomes an important consideration to **Manufacturers** and **Merchants.**

Our Companies have been with us half a century and afford the soundest protection.

Just now we are insuring many **Automobiles** against Fire and Liability.

Greene & Bates

405 Main Street Worcester, Mass.

Absolutely Pure

Sparkling Polar Water
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White Seal Ginger Ale

BOTTLED AT THE SPRING

Full line of

Carbonated Beverages

Pure Syrups and
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Leicester Polar Spring Co.
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C. H. CLARENDEN, Mgr.

Polar Spring Water on Draught at Board of Trade Rooms

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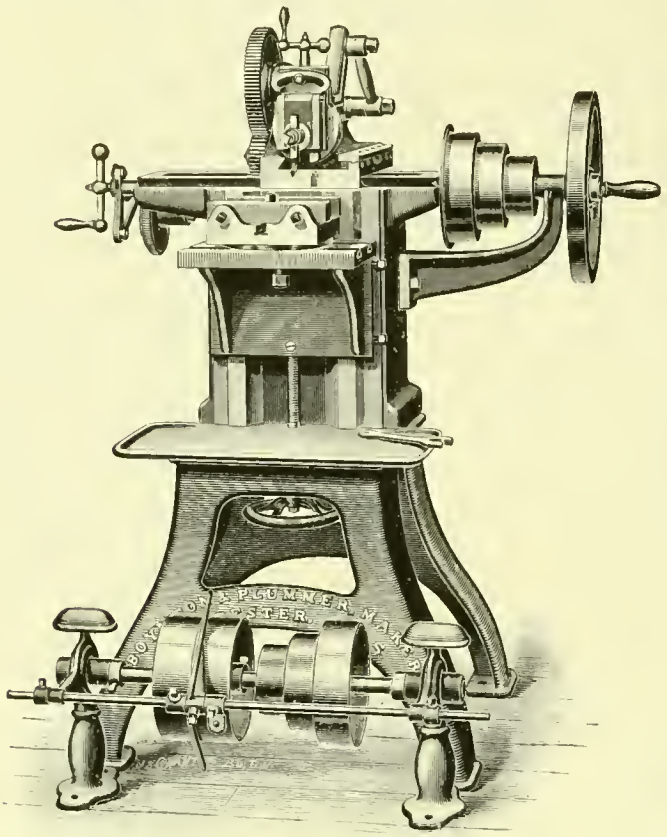
SHAPERS

MADE IN WORCESTER



8 x 12 inch Traverse Head Shaper

One of our latest improved machines. Capacity increased more than **50 per cent.** Best material. Best workmanship. Sizes 6 x 9, 8 x 12, 10 x 15 inches.

BOYNTON & PLUMMER

Department K **WORCESTER, MASS.**

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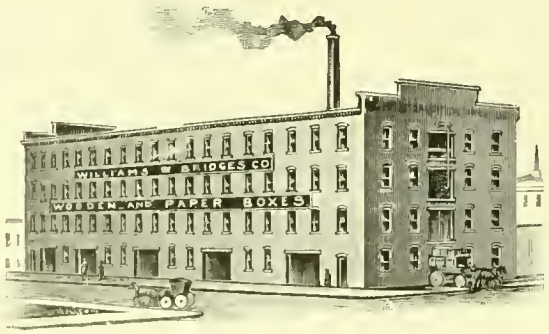
of **WOODEN** *and* **PAPER**

ALSO CLOTH COVERED **BOXES**



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One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

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Automobile Parties a Specialty :: Excellent Cuisine

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Business Established 1783

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Made from
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THE J. F. & W. H. WARREN COMPANY

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PURE OAK BARK TANNED

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Special WATERPROOF / OILPROOF Belting

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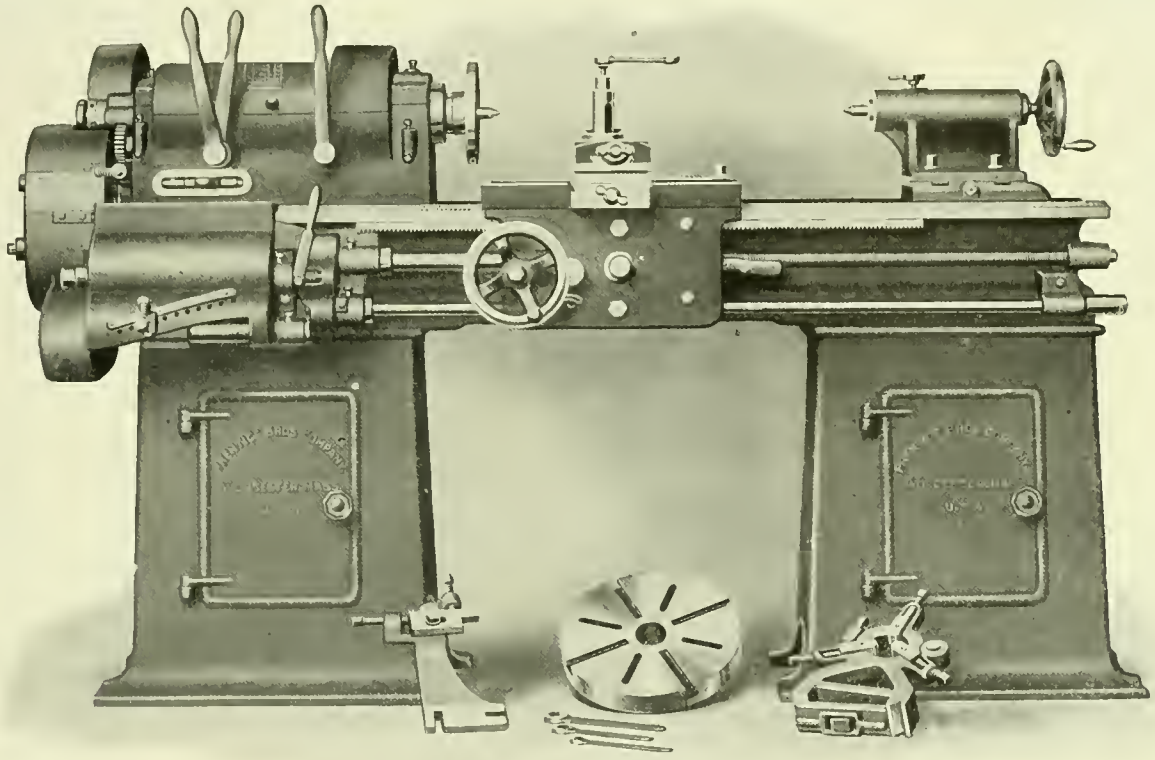
Made in Worcester

OUR FOLDED LEATHER LUG STRAP—THE BEST IN THE WORLD.



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Upright and Radial Drilling Machines and Engine Lathes

Worcester Machine Screw Co.

Branch of the

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Makers of

Set Screws, Cap Screws, Machine Screws,
Taper Pins, Milled Studs, Special Parts

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THE BEST ICE AND ROLLER SKATES

The standard for over fifty years.

No. 17 with "Web" Steel Ball-Bearing Rolls

Made in all styles and grades. Our new illustrated catalogues are free. Write for a copy. State whether you are interested in Ice or Roller Skates.

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Beams, Channels, Angles and Tees

Supplies for Blacksmiths, Carriage Makers
Carriage Paints and Varnishes

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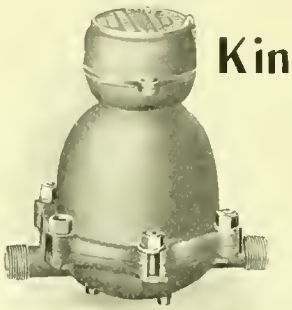

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Best Material and Workmanship

CONTRACTORS, PATRONIZE HOME INDUSTRY

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SUIT CASES
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Office and Factory
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REED & PRINCE MFG. CO.

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Office and Works:

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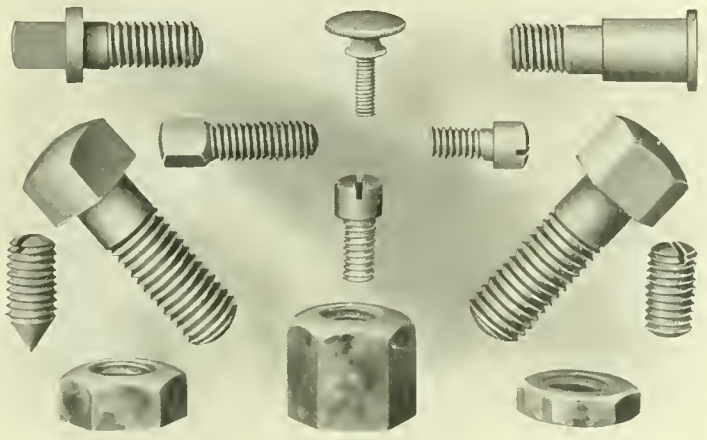

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Specialties Manufactured

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Finished, Case-Hardened and Semi-Finished

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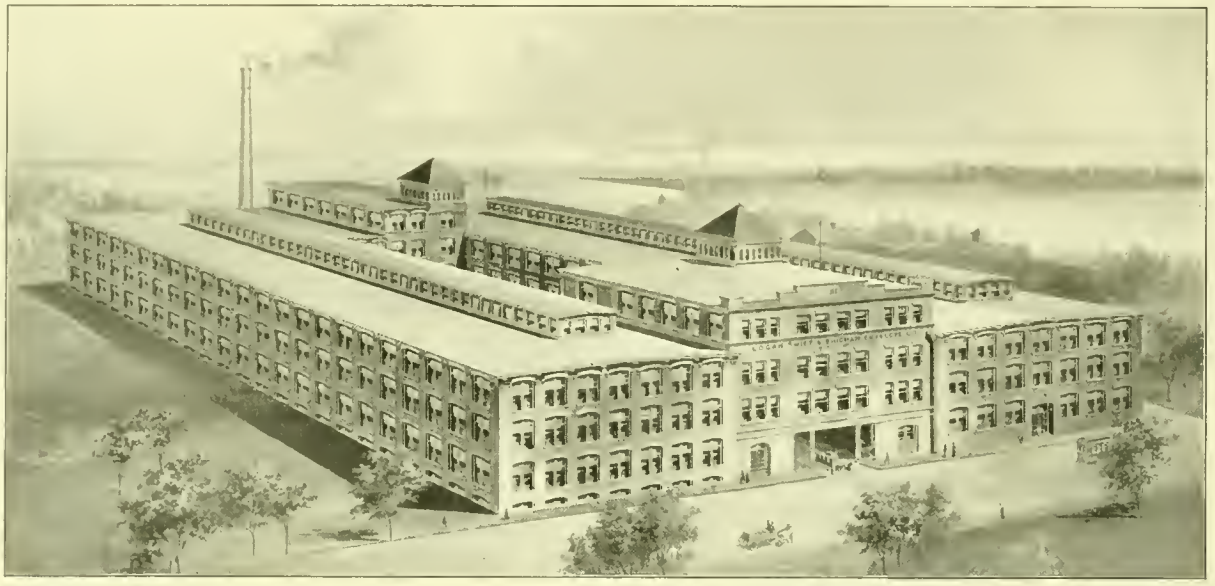

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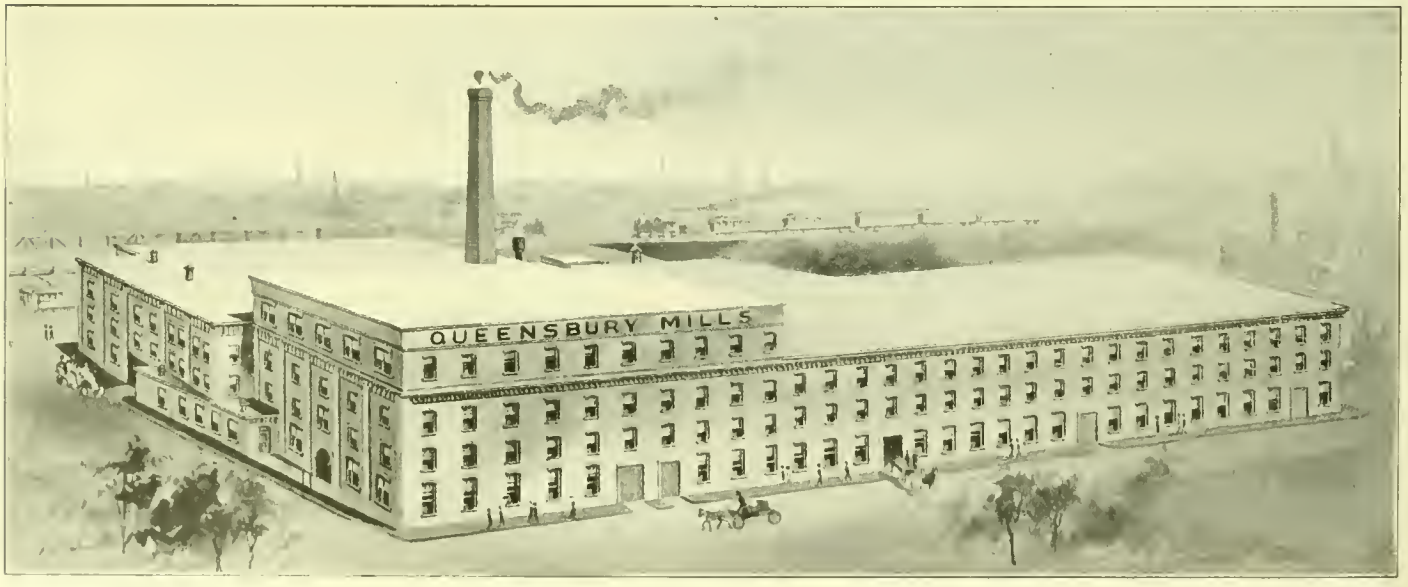

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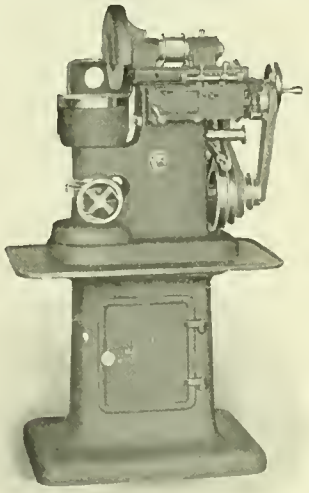

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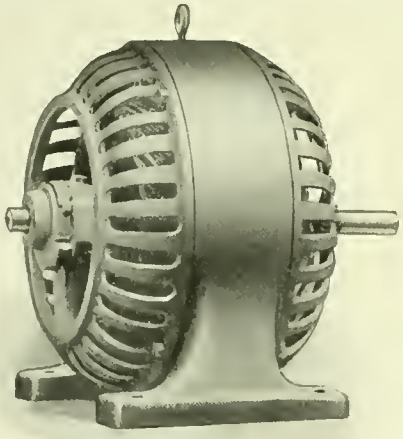

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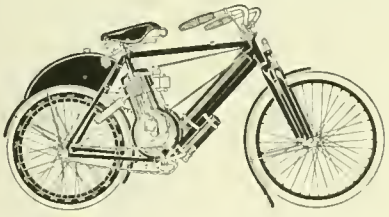

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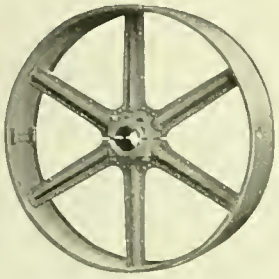

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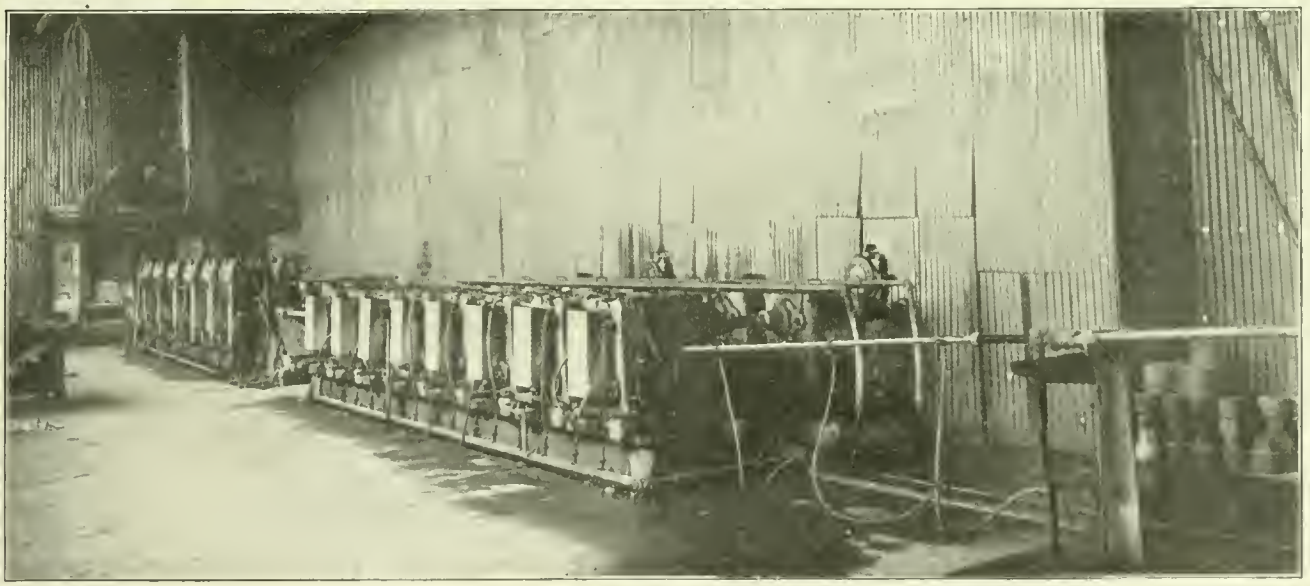

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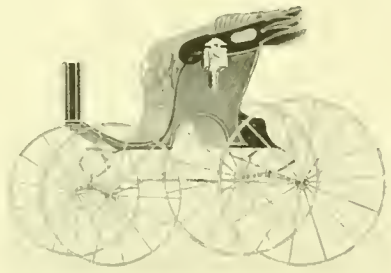

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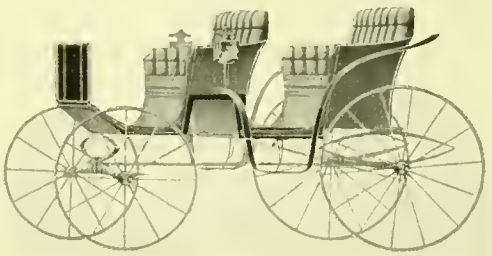

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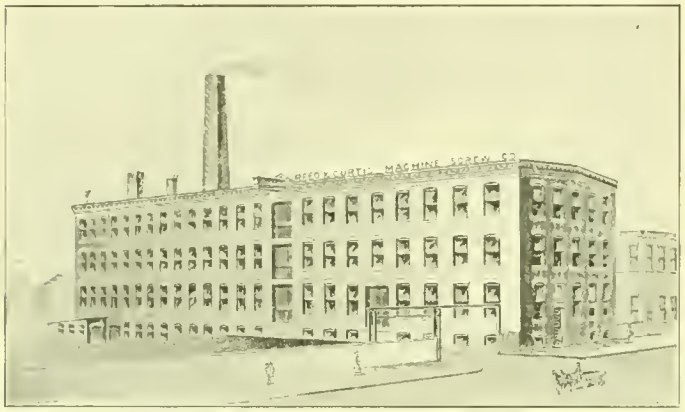

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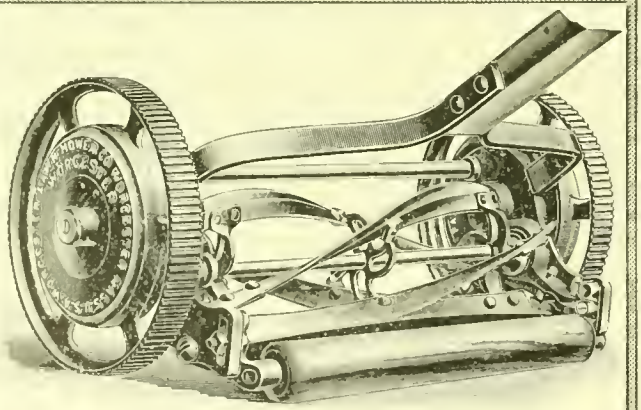

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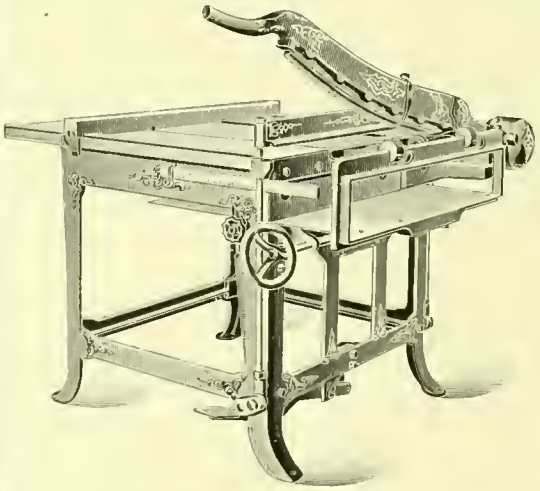

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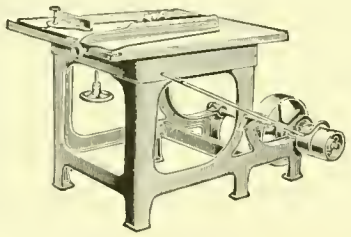

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Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper,	vii
American Car Sprinkler Co., car sprinklers,	xvii
Anthony Screw Co., screws,	xxv
Bay State Stamping Co.,	xiii
Brownell, George L., twisting and spinning machinery,	xxi
Boston Pressed Metal Co., transom adjusters,	vii
Boynton & Plummer,	xiv
Blake, Jr., & Co., George F., iron and steel, and supplies,	xvi
Blanchard & Co., F. S., printers,	xi
Clark College,	ix
Commonwealth Press, printers,	xix
Crawford & Co., woolen-machinery and mill supplies,	xxi
Crompton & Knowles Loom Works, looms,	Inside back cover
Central Supply Co., steam and gas supplies,	Inside front cover
Coates Clipper Mfg. Co., flexible shafting,	viii
Davis Press, printers,	xxiii
Delle, B. E., mechanical engineer,	xxiii
Eastern Bridge & Structural Co.,	xxiii
Flexible Door & Shutter Co.,	xx
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	xiii
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Harrington & Richardson Arms Co., firearms,	Inside front cover
Heald Machine Co.,	xix
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Heald Machine Co., The, machine tools, grinding machines,	vii
Heywood Boot & Shoe Co., fine shoes,	iv
Holy Cross College,	ix
Hudson Belting Co., leather belting,	xix
Jackson St. Foundry, iron castings,	xxiv
Jacques & Son, John,	xxii
Kidder, R. E., drawing tables,	xxiv
Kelley, O. A., horse mart, harnesses, etc.,	xxiii
Leicester Polar Spring Co.,	xiii
Logan, Swift & Brigham, envelopes,	xviii
Marble Co., J. Russel,	xiv
Morgan Construction Co., rolling mill equipment,	xxix
Massachusetts School of Engineering,	xx
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xxi
Munroe & Ingraham, insurance,	xx
New England Biscuit Co., bakers of crackers and specialties,	Back outside cover
Norcross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	viii
Pond Machine & Foundry Co.,	xiii
Porter & Co., S., lasts,	xxvii
Power Maintenance Co.,	xix
Pratt & Inman, iron and steel,	xxi
Pratt, Robert G., supplies for narrow fabric looms,	xxiv
Prentice Bros. Company, drilling machines, engine lathes,	xv
Provident Life & Trust Co.,	xxiii
Queensbury Mills,	xviii
Reed, F. E. Co.,	xii
Reed & Curtis Machine Co.,	xxii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	xvii
Ross Bros., hardware, etc.,	xxii
Royal Motor Works,	xix
Sargent, J. W. & Co., carriages,	xxii
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xvii
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	viii
Torrey Razor Co., J. R., The,	xiii
Torrey Co., J. R.,	xiii
The Warren Hotel,	xiv
Union Water Meter Co., water meters,	xvi
Wadsworth-Howland & Co.,	xi
Warren, J. F. & W. H., leather belting and mill supplies,	xv
Warren Leather Goods Co., suit cases, bags and supplies,	xvi
Webb Pink Granite Co.,	ii
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxiv
White & Bagley,	xii
Whitcomb & Blaisdell Machine Co.,	xii
Whitney, the George C.,	xvi
Williams & Bridges,	xiv
Winslow Skate Co., ice and roller skates,	xvi
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Academy,	x
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Lawn Mower Co., lawn mowers,	xxii
Worcester Machine Screw Co., set, cap and machine screws,	xv
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wilder, W. E., mechanical engineer,	xiii
Wright Wire Co., wire and wire cloth, wire rope, etc.,	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

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Never Disappoints

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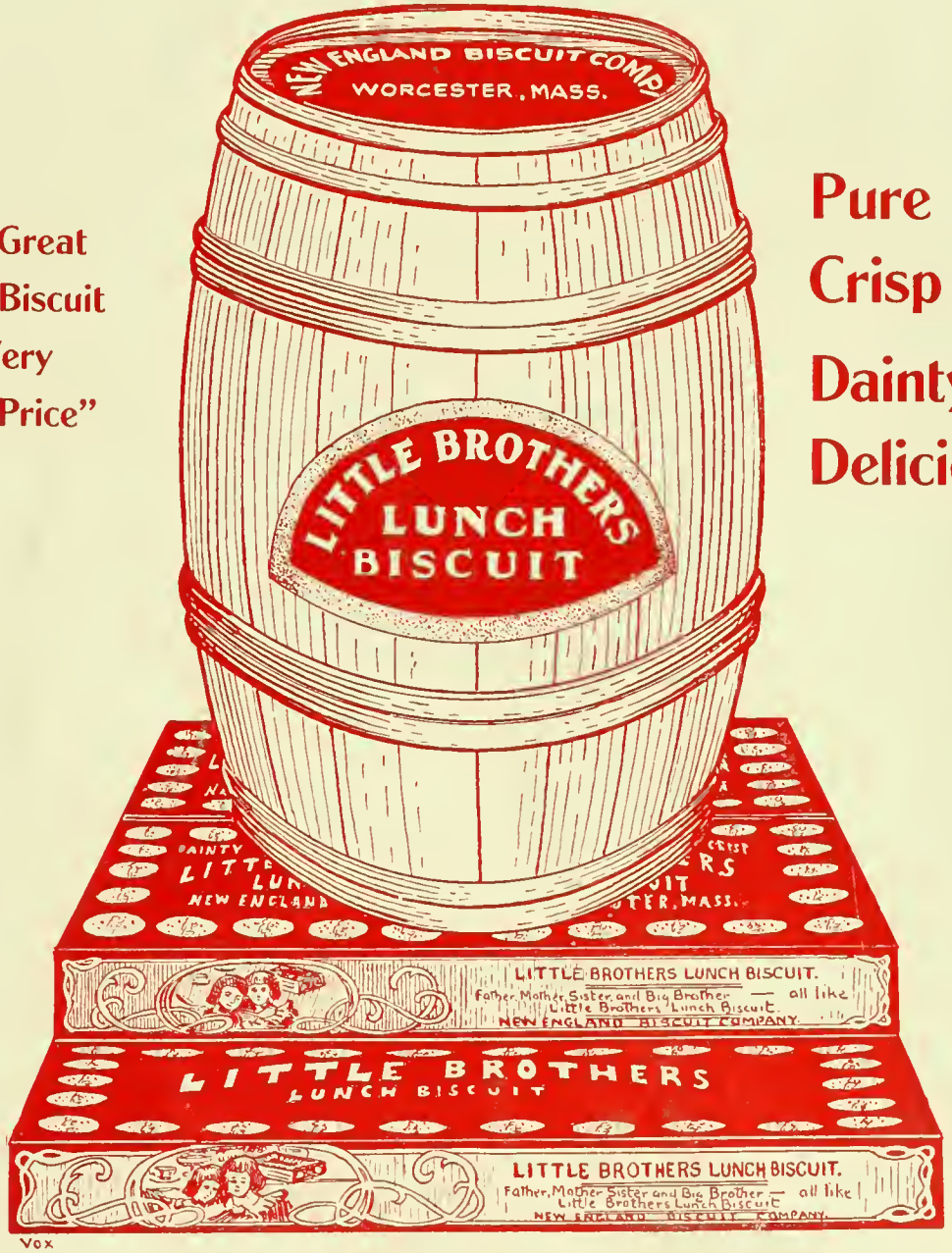

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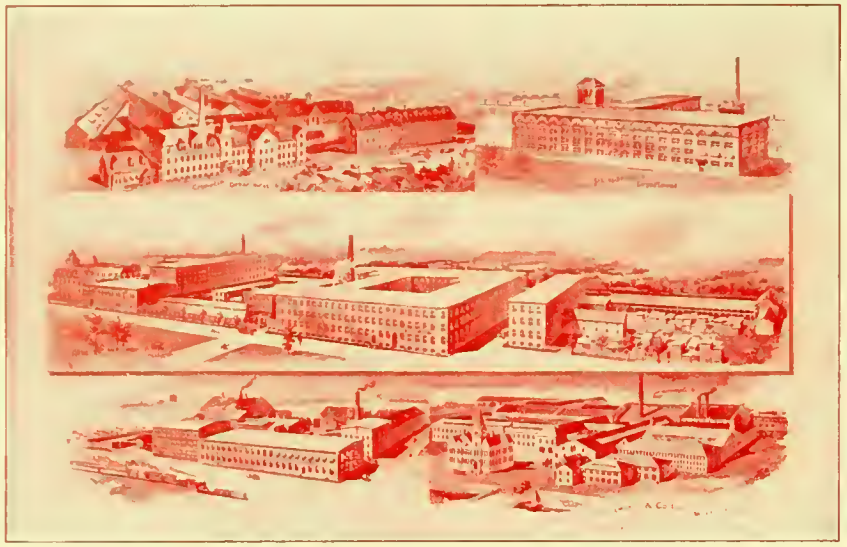

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1-32

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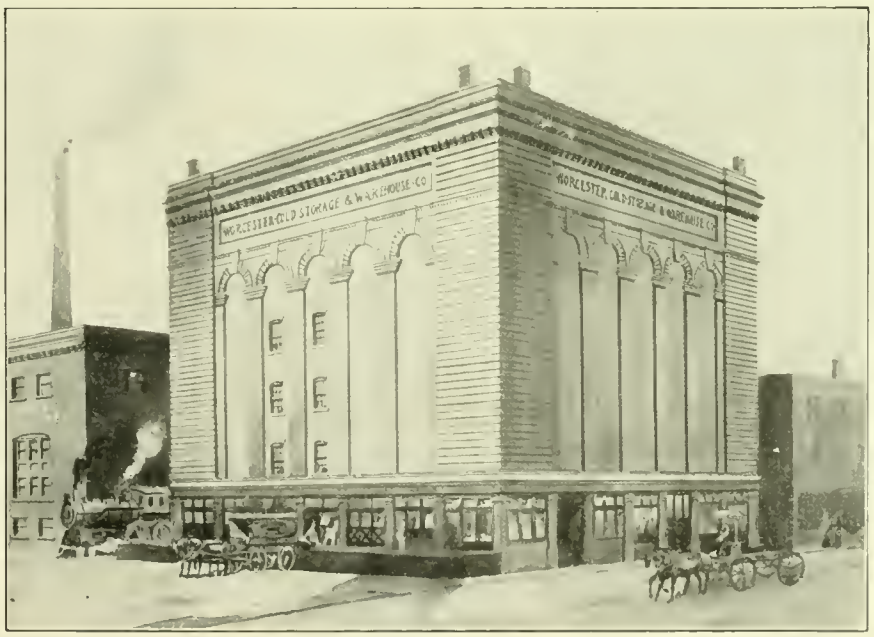

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INCORPORATED 1868

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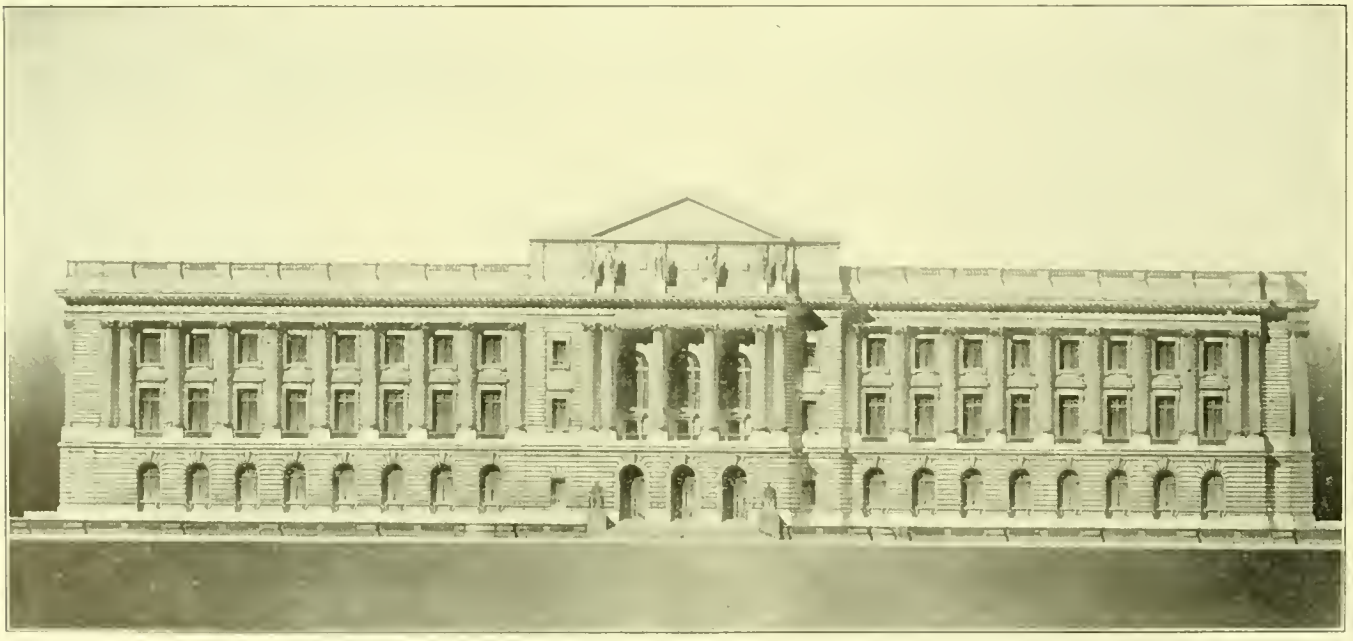

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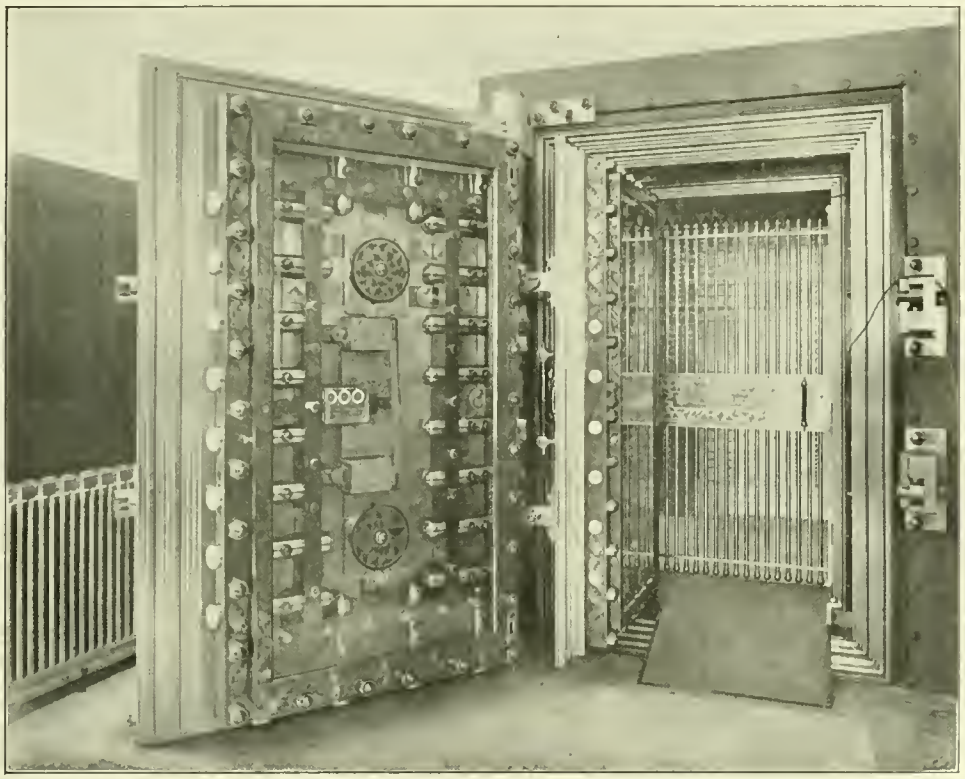

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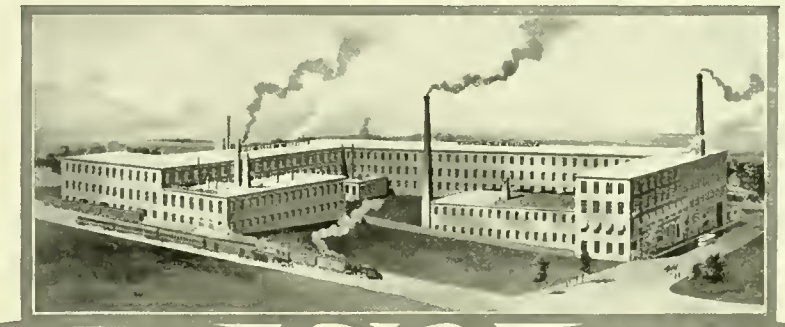

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Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO

Made in Worcester

Our Trade Mark is a Guarantee of Quality

HEYWOOD TRADE MARK SHOE 1864

Heywood Boot & Shoe Co.

Manufacturers

Worcester, Massachusetts, U. S. A.

HIGH GRADE SHOES FOR MEN

OUR RETAIL STORE

415 MAIN STREET

Made in Worcester

Worcester Consolidated Street Railway Company

THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incorporated 1844)

Assets, January 1, 1908,	$29,845,723.08
Liabilities, January 1, 1908,	$28,286,361.96
Surplus, January 1, 1908,	$1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

International Bureau of American Republics, Washington, D. C.
Albert Kelsey and Paul P. Cret, Architects. The Norcross Brothers Co., Builders
Entire exterior of Georgia Marble, from the quarries of the
SOUTHERN MARBLE COMPANY

THE NORCROSS BROTHERS COMPANY

General Contractors and Builders
Worcester, Massachusetts

160 Fifth Avenue, NEW YORK
Tremont Building, BOSTON
Colorado Building, WASHINGTON
Industrial Building, PROVIDENCE

We are the Largest Manufacturers of Clothes Dryers in the World

HILL DRYER CO., 340 to 350 Park Avenue, Worcester, Mass.

Dryers made to swing to balcony or fire escape and for use on roof and lawn.

Also Makers of the

"Hustler" Ash Sifter

Made in Worcester

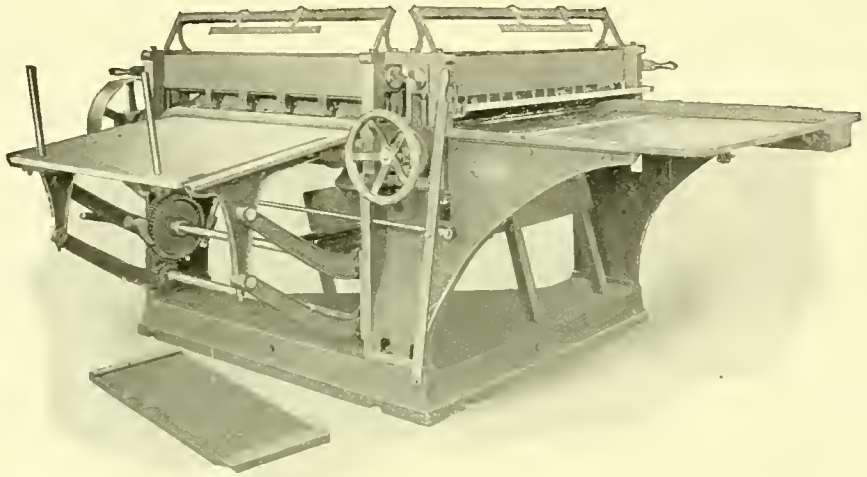
Hill Dryer Company

340-350 Park Ave.

Worcester, Mass.

New York Office, 1133 Broadway

HOBBS MANUFACTURING COMPANY



This is the Hobbs Double Scorer, a Worcester invention that has changed the practice of the paper box industry.

Many other machines are required to produce a fine paper box. We are prepared to meet any requirement.

Made in Worcester

26 SALISBURY STREET, WORCESTER, MASS.

Standard Foundry Company

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

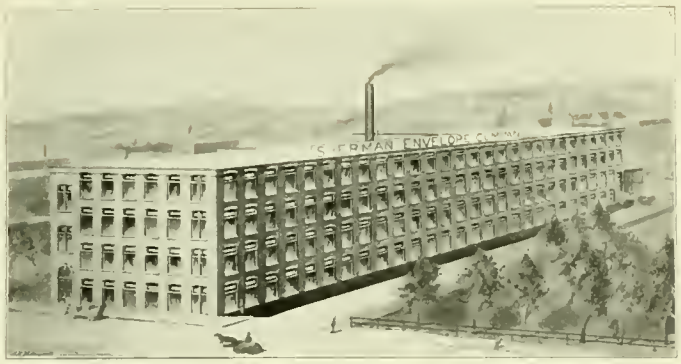
Tainter and Gardner Streets
Worcester, Mass.

Made in Worcester

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.



SHERMAN ENVELOPE CO.

Worcester, Mass., U. S. A.

Manufacturers of

All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver
The Sherman STAMP SAVER for mailing second class matter
The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester

BOSTON PRESSED METAL CO.

SHEET METAL PRODUCTS OF ALL DESCRIPTIONS. ELECTRO-GALVANIZING, PLATING, BLUING

CASE-HARDENING

ANNEALING

171-173 Union St., Worcester, Mass.

Made in Worcester

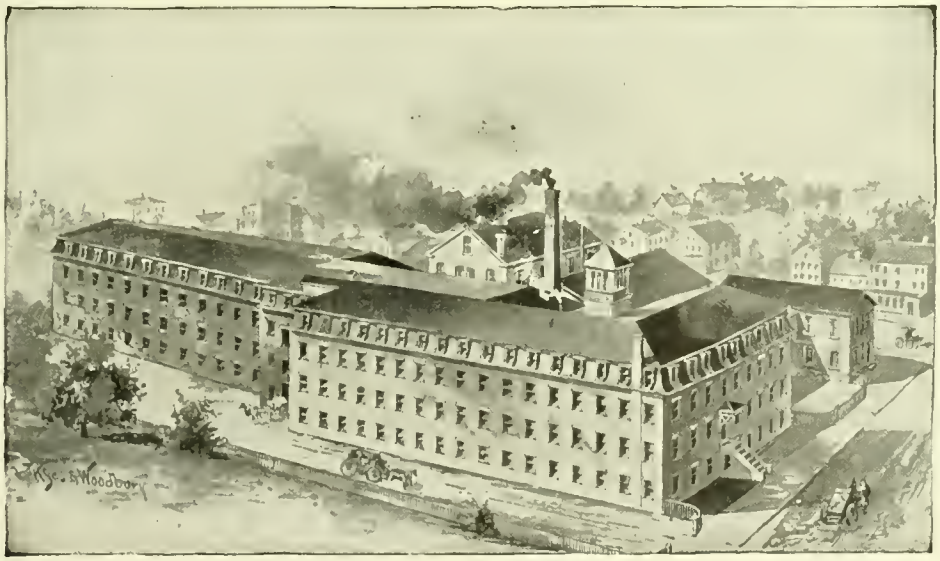
An interesting **"CUT-OUT"** over a plain stripe, printed on the popular "Worcester Silk Fibres."

Allen-Higgins Wall Paper Co.

Makers of **High Class Wall Papers**

Worcester, Massachusetts, U. S. A.

"DEPENDABLE PAPERS"



Hammond Reed Company

Manufacturers of

Organ Reeds,
Reed Boards
and other
Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester

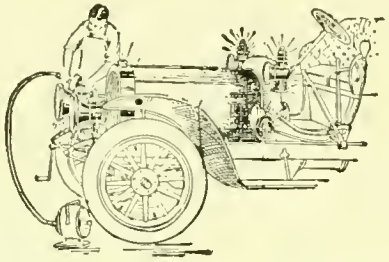
Be the
ENVY of
Your
Neighbor

He will think you stay up nights to polish your brass

THE COATES FRICTION DRIVEN AUTO BUFFING OUTFIT

is driven by the rear right-hand wheel. The roller is held by a patented clamp-device, and the jack that lifts the wheel rests in the clamp, making the device very rigid. Each outfit is furnished with Buffs, Tripoli, Clamp with Roller Flexible Shaft and Rod Extensions.

Send for Catalogue
22



Coates Clipper
Mfg. Co.

Worcester, Mass.

Made in Worcester

Woodbury Carlton Co.
ARTISTS ENGRAVERS
ART PRINTERS
No. Four Walnut St. WORCESTER MASS.
Birdseye Views
Original Designs
HALFTONE ENGRAVINGS
Photographing
At your service day or night
Enlarging
ART PRINTING
Photogravures
Cards, Wedding Invitations, Menus
EVERY DEPARTMENT IN CHARGE OF A SPECIALIST A MOST COMPLETE ENGRAVING AND ILLUSTRATING PLANT

Everything in Wire

OVER
4400
ARTICLES
ILLUSTRATED

YOU ARE
SURE TO
FIND THE
VERY THINGS
YOU WANT

1880-1908

We take the wire made here in Worcester, to which we add years of experience, skilled workmanship and up-to-date equipment. This enables us to offer you the largest line of high-grade

WIRE HARDWARE

made in this country.

THE WIRE GOODS COMPANY
28 Union Street, Worcester, Mass.

CATALOGUE
NO. 6
NOW READY

8½ x 11½ inches
240 pages

Q

TRADE MARK
A Mark of Quality

HERBERT E. CARLTON.

CARLTON ENGRAVING CO.

A new company for furnishing half-tones and cuts, electrotypes and all varieties of the modern engraver's art has recently begun business at 418 Main Sreet, under the name of the Carlton Engraving Company. Mr. Herbert E. Carlton, for seven years with the Woodbury-Carlton Company, is the President and Treasurer of the new organization; its Secretary being Mr. Charles A. H. Lawton, who was for a long time foreman in the half-tone department of the Woodbury-Carlton Company. With a thoroughly equipped and up-to-date establishment and skilled workmen, they offer to their patrons work of the highest grade.

NOVEL USE FOR THE MULTIGRAPH.

The Gammeter multigraph has just been put to a new and novel use by one of the largest national banks in Boston in the printing of its paper money. These bank notes are printed in Washington and are sent to the bank in sheets of four notes to a sheet. Everything is done except printing the signatures of the President and Cashier. Previous to the installation of the multigraph, these bills were cut apart, and the separate bills laid on a flat bed printing press, and by means of a lever being thrown down an impression was forced. This was a very slow and tiresome operation. Now by means of an electrotype, in connection with the direct inking attachment, these sheets of four bills are all printed at once in less time than they were formerly able to print one bill, and the work is perfectly satisfactory.

ELEVATOR RECORDERS.

CHAS. A. H. LAWTON

The H. A. Desper Manufacturing Company, 194 Union Street, has secured the contract to furnish elevator recorders for fifty-one elevators in the forty-eight story building of the Metropolitan Life Insurance Company, Madison Square, New York City. Among recent orders was one for sixteen recorders for the same number of elevators in the new Singer Building in the same city.

The Desper recorder is especially adapted for the registration of the consumption of water or electricity in the operation of either type of elevator, also recording the distance travelled.

A perfected type of electric recorder has recently been perfected and brought out, giving universal satisfaction.

GEORGE SESSIONS SONS COMPANY.

George Sessions Sons Company is the name of the new corporation incorporated under the laws of Massachusetts, organized to succeed George Sessions & Sons, undertakers, 215 Commercial Street.

Waldo E. Sessions is President and Frank E. Sessions, Treasurer; E. A. Garland, clerk. The authorized capital stock is $12,000, par $100.

Another new corporation is the Frank E. Sessions Company, 18 Eaton Place. Frank E. Sessions is President and Waldo E. Sessions, Treasurer. This company's authorized capital is $75,000, par $100 per share.

START A BANK ACCOUNT

and you establish an asset that time or conditions cannot depreciate in the

People's Savings Bank

452 Main St., Worcester, Mass.

Interest Days

February, May, August and November 1st

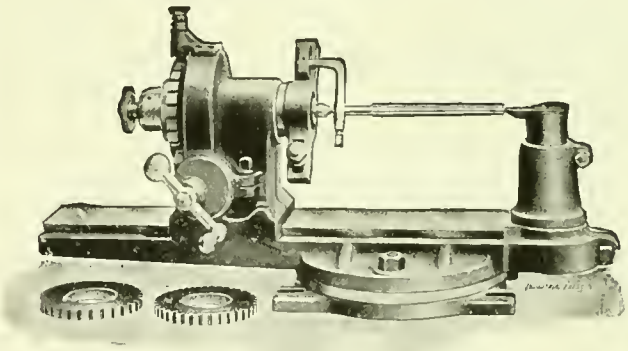
Deposits and withdrawals may be made by mail

OPEN FOR DEPOSIT

Saturday Evening, 6 to 8 p. m.

SAMUEL R. HEYWOOD, President
CHARLES M. BENT, Treasurer

STOCKBRIDGE CENTER



NO. 2 STOCKBRIDGE INDEX CENTER

is more than the ordinary center. It combines in one all the requirements of a first-class Index Center, and answers for much work ordinarily done on a more expensive Dividing Head. Send for circular describing and illustrating: FIRST—Plain Index Center Job. SECOND—Dividing Head Job. THIRD—A job that no other Index Center or Dividing Head would take care of, because the Stockbridge Index Center has a hollow spindle. We make a full line of shapers and attachments. WRITE

STOCKBRIDGE MACHINE CO.

Worcester, Mass., U. S. A.

Made in Worcester

The New England Fair

A Grand Agricultural, Mechanical and Industrial Exhibition

Held in Connection with the

Worcester Agricultural Society

with the Co-operation of the

Worcester Board of Trade

and

Worcester Merchants' Association

With our new Industrial Building, a fine Racing Program, Splendid List of Special Attractions, including fine Vaudeville, Excellent Music and Three Grand Evening Shows, with the Grounds and Halls in a Blaze of Electric Light, the management confidently believe they will be able to offer the public one of the grandest and most attractive exhibitions ever held in New England

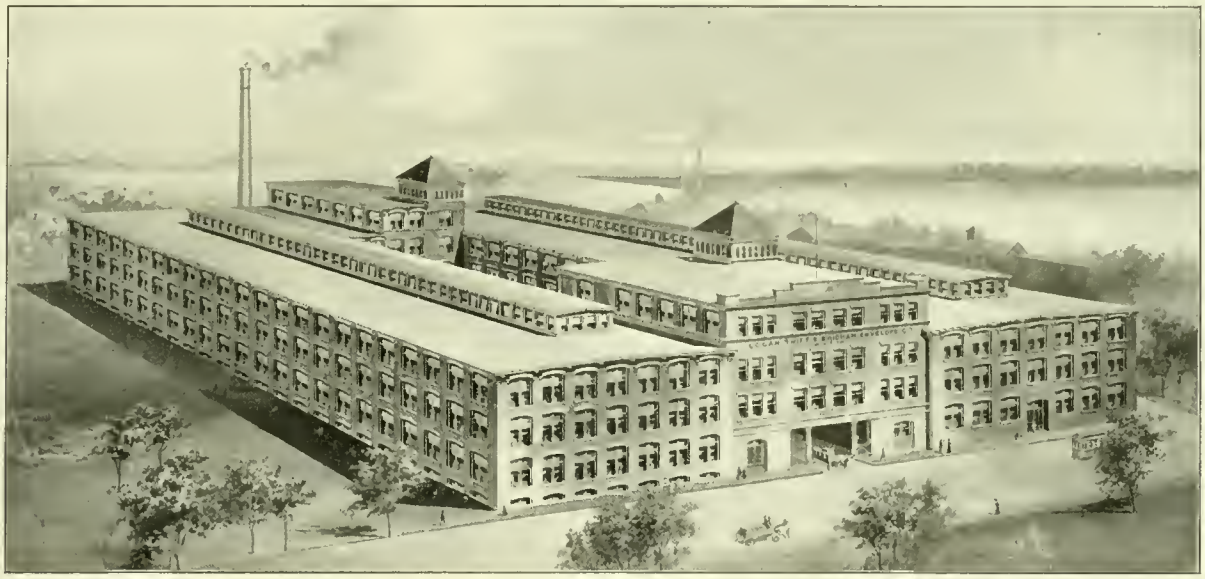
Remember the Dates

September 7th, 8th, 9th, 10th and 11th 1908

Logan, Swift & Brigham, Worcester, Mass.

Envelope Co. Division

Manufacturers of Standard **Envelopes**



The Outlook Envelope

Insures economy and absolute accuracy in the addressing of all your mail matter.

The Improved

Columbian Clasp Envelope

The best and most satisfactory merchandise envelope made.

Specialists in STEEL DIE STAMPING

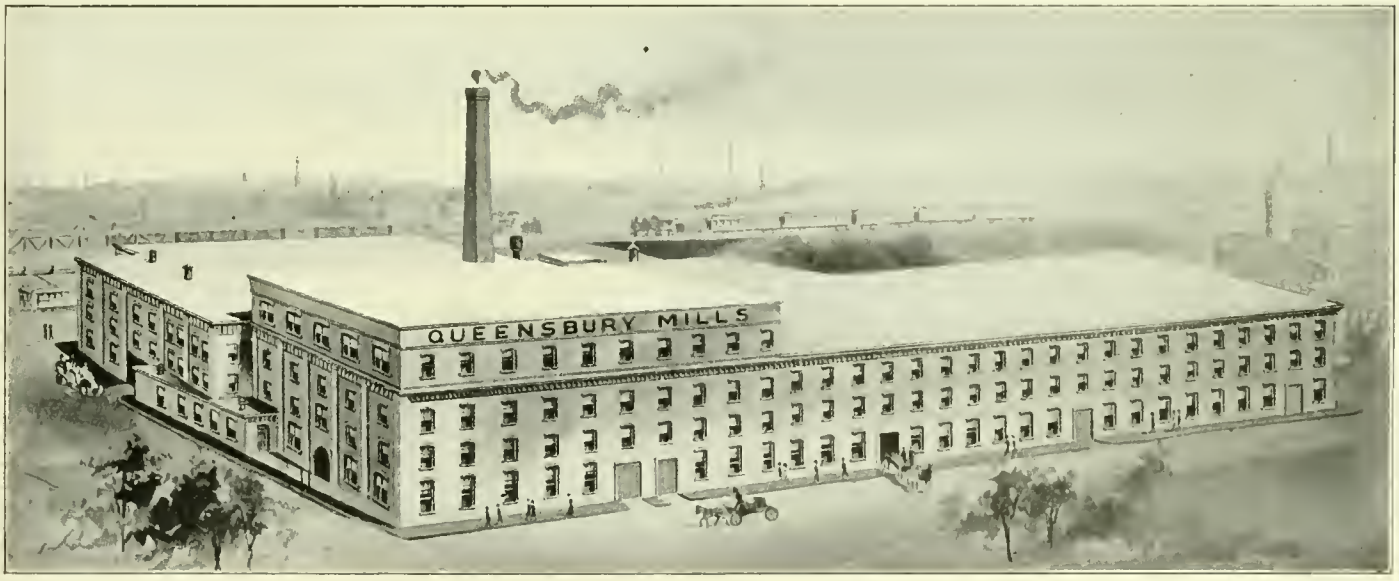
for Commercial Work. Samples and Prices of our Standard Goods furnished by your Stationer or Printer

Made in Worcester

H. HODGSON, President and Treasurer

QUEENSBURY MILLS

FRED HODGSON, Gen'l Manager



Combers and Spinners of

MOHAIR, ALPACA and LUSTRE YARNS

WORCESTER,

Made in Worcester

Manufacturers of

MOHAIR DRESS GOODS and COAT LININGS

MASSACHUSETTS

Prompt Delivery Good Goods
Reasonable Prices
make

Satisfied Customers

Keep Us in Mind Phone 60

Wadsworth-Howland & Co.

Incorporated
24 Southbridge St., Worcester
Factories, Malden, Mass.

THE HANDSOMEST BOARD OF TRADE PUBLICATION
IN THE WORLD
CIRCULATION COVERING THE PRINCIPAL TRADE CENTRES
ARE YOU REPRESENTED IN THE **WORCESTER MAGAZINE?**
IF NOT SEND FOR THE ADVERTISING MAN AND HE WILL CALL

A Right and a Wrong Way

IT is better to be right than to be left. If the entire work of preparing your printed matter is left to us, we will guarantee that it will be all right. If your office boy lays out the dummy, your bookkeeper writes the copy, and some unskilled engraver makes the plates, the finest printing in the world will not hide the lack of harmony. If you persist in this wrong plan for preparing printing, you will surely be left on results. Wouldn't you like to have a new catalogue that you could feel proud of, one that would be favorably commented upon whenever seen, one that would be preserved by the recipients, one that would soon pay for itself in new business—wouldn't you? Your answer is obvious. When shall we call?

F. S. Blanchard & Co.
Worcester, Mass.

REED & PRINCE MFG. COMPANY

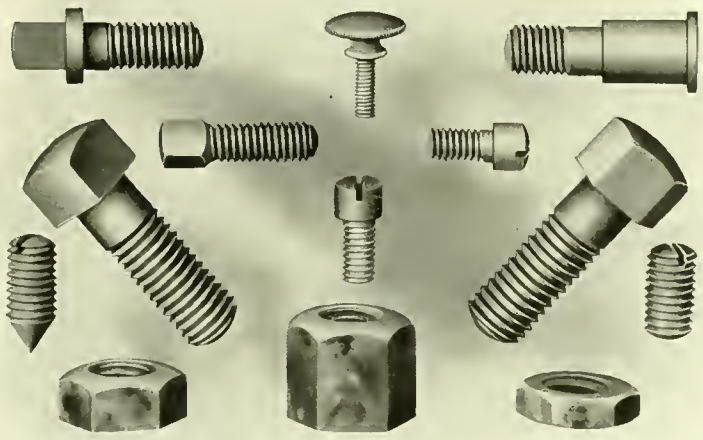
MANUFACTURERS OF

WOOD SCREWS, MACHINE SCREWS, STOVE BOLTS, TIRE BOLTS,
RIVETS AND BURRS, TAPS AND DIES

5 1-2 Acres, Floor Area
OFFICE AND WORKS

Made in Worcester

WORCESTER, MASS., U. S. A.



OUR NUTS ARE OF BEST QUALITY AND FINISH

Made in Worcester

Anthony Screw Co.

Specialties Manufactured

Send samples, specifications or drawings for estimates

Finished, Case-Hardened
and Semi-Finished
HEXAGON NUTS

Iron and Steel
Milled Machine Screws

Screw Machine Products

330 CHANDLER ST., WORCESTER, MASS.

SPENCER WIRE COMPANY

ESTABLISHED 1828

MANUFACTURERS OF EXTRA FINE AND SPECIAL WIRES
OF EVERY DESCRIPTION.

MILLS IN WORCESTER AND SPENCER, MASS.

AGENCIES IN NEW YORK, BOSTON, PHILADELPHIA, CHICAGO, ST. LOUIS AND TORONTO.

WORCESTER, MASSACHUSETTS, U. S. A.

Made in Worcester

THE STEEL WAREHOUSE
GOOD STEEL
OF NEW ENGLAND

ESTABLISHED 1829.

PRATT & INMAN

WORCESTER, MASS.

OUR STOCK COMPRISES THE LARGEST ASSORTMENT OF SIZES AND QUALITIES OF STEEL CARRIED BY ANY ONE IN THE UNITED STATES.

SPECIALTIES:
BEST MACHINERY STEEL, LEAD SCREW STEEL
VIKING CRUCIBLE STEEL.

Made in Worcester

G. L. Brownell,

Builder of

IMPROVED TWISTING AND SPINNING MACHINERY

For making Hard or Soft Twines, Lines, and Cordage. Wet or Dry Twist, from Cotton, Linen, Hemp, Manila, Sisal, Paper, Silk, Jute, Hair, Wool, etc.

Nos. 49 and 51 Union Street,

Worcester Massachusetts

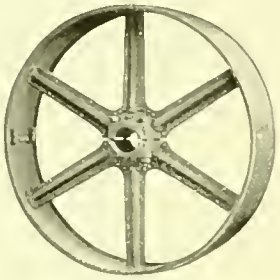
Please address Station A.

Made in Worcester

W. H. Crawford J. T. Brierly

CRAWFORD & CO.

Established 1847



New and Second Hand

Woolen Machinery

Wool Stock and Everything in Mill Supplies

The Improved Worcester Shoddy Picker

Wood Split Pulleys with Iron Centre, Pressed Steel Pulleys, Belting, Lace Leather, Cordage, Packings, etc.

663 and 665 Main St., Worcester, Mass.

Made in Worcester

MATTHEWS MANUFACTURING CO.

A. T. MATTHEWS, Treasurer

Manufacturers of

Stove Trimmings, Ball Bearings

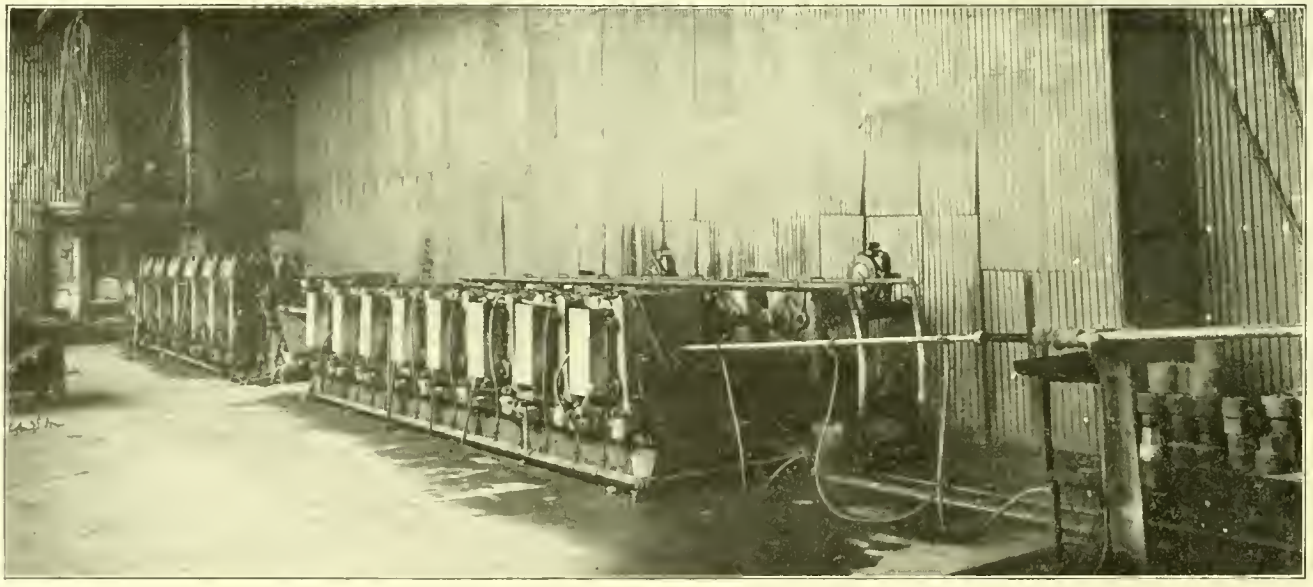
Steam-Pipe Collars

Ferrules and

Sheet Metal Specialties

104 GOLD STREET, - - WORCESTER, MASS.

Made in Worcester



FINISHING AND ROUGHING TRAINS OF MORGAN CONTINUOUS ROD MILL AND DISCHARGING END OF MORGAN CONTINUOUS BILLET HEATING FURNACE.

We manufacture complete equipments for

Continuous Rolling Mills for Billets, Merchant Bar, Small Structural Shapes, Skelp, Hoops, Cotton Tie, Wire Rods and Wire Drawing Plants,
Also Continuous Gas Producers, Continuous Heating Furnaces and Dyblie Valves.

52 Rue du Congres
Brussels, Belgium

MORGAN CONSTRUCTION COMPANY

WORCESTER
MASSACHUSETTS

Made in Worcester

THE J. F. & W. H. WARREN COMPANY

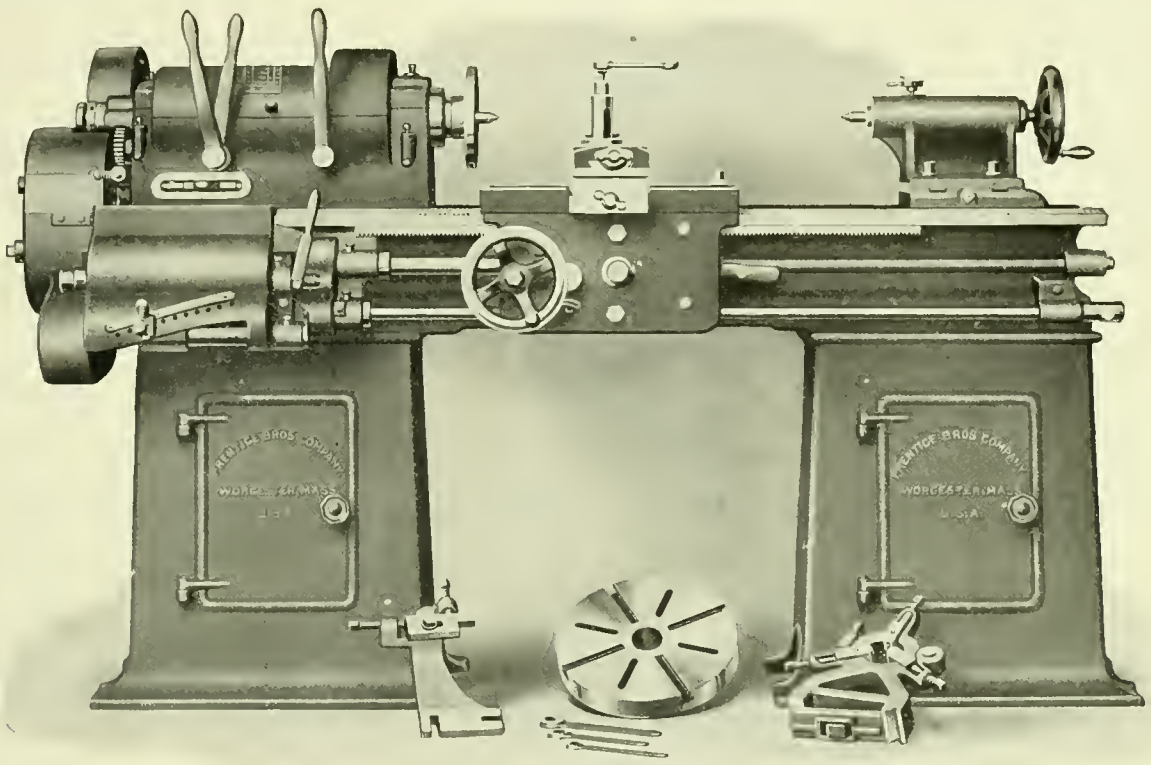
WORCESTER, MASS.

Makers of **OIL PROOF** Leather Belting

Unexcelled for SCREW MACHINERY or any machine where oil comes in contact with the belt.

WILL NOT ROT FROM EXCESS OF OIL

Made in Worcester



PRENTICE BROTHERS CO., WORCESTER, MASS.

Made in Worcester

Upright and Radial Drilling Machines and Engine Lathes

Worcester Machine Screw Co.

Branch of the

Standard Screw Company

Makers of

Set Screws, Cap Screws, Machine Screws, Taper Pins, Milled Studs, Special Parts

Beacon and Jackson Streets

Worcester, Massachusetts

Made in Worcester

WINSLOW'S Skates

For Over Half a Century the Standard of the World.

THE BEST ICE AND ROLLER SKATES

Various Models and Sizes At All Dealers.

Send for new catalogues describing the different styles and models of skates. When writing, state whether you are interested in Ice or Roller Skates.

THE SAMUEL WINSLOW SKATE MFG. CO.,
Worcester, Mass., U. S. A.

84-86 Chambers St., New York. 8 Long Lane, E. C., London.

Made in Worcester

Geo. F. Blake, Jr., & Co.

STEEL and IRON

Beams, Channels, Angles and Tees

Supplies for Blacksmiths, Carriage Makers
Carriage Paints and Varnishes

Worcester, Mass.

Made in Worcester

The King Disc Meter

COMBINING

Best Material and Workmanship

CONTRACTORS, PATRONIZE HOME INDUSTRY

Union Water Meter Company

Worcester, Mass.

Made in Worcester

IF YOU LIKE

THE MAGAZINE

TELL OTHERS

IF NOT TELL US

Made in Worcester

Warren Leather Goods Co.,

Worcester, Mass.

Manufacturers of

SUIT CASES
BAGS
SAMPLE CASES

AND

SPECIAL WORK
IN LEATHER
AND CANVAS

80 AUSTIN STREET.

Made in Worcester

W. E. WILDER

MECHANICAL ENGINEERING

INVENTIONS AND MECHANICAL IDEAS PERFECTED
SPECIAL, AUTOMATIC AND GRINDING MACHINERY
JIGS, TOOLS AND FIXTURES, POWER VEHICLES, ETC., DESIGNED
GENERAL MECHANICAL AND PATENT OFFICE DRAFTING

WORCESTER, MASS.

732 STATE MUTUAL BLDG.

B. E. DELLE

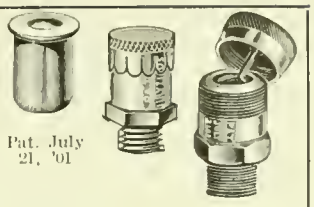
BENNETT

No More Cuss Words in the Dark

If you can get your hand on it you can put the oil in

European Agents, CHARLES CHURCHILL & CO., LONDON, ENGLAND

Send for Samples



Pat. July 21, '01

Bay State Stamping Co., Worcester, Mass.

Made in Worcester

Bennett Handy Oilers

WM. TURNER, President J. R. TORREY, Treasurer

THE J. R. TORREY RAZOR CO.

Manufacturers of

RAZORS

WORCESTER, MASS., U. S. A.

Made in Worcester

J. R. TORREY & CO.

Makers of

RAZOR STROPS

WORCESTER, MASS., U. S. A.

Made in Worcester

L. W. Pond Machine & Foundry Company

Manufacturers of
High Grade Grey Iron
Castings,
up to 15 tons.
Capacity 20 tons a day.

Gold and Assonet Streets, Worcester, Mass.

Made in Worcester

Responsible Insurance

in times of conflagrations and depressed security values becomes an important consideration to **Manufacturers** and **Merchants.**

Our Companies have been with us half a century and afford the soundest protection.

Just now we are insuring many **Automobiles** against Fire and Liability.

Greene & Bates

405 Main Street Worcester, Mass.

Absolutely Pure

Sparkling Polar Water
and
White Seal Ginger Ale

BOTTLED AT THE SPRING

Full line of

Carbonated Beverages

Pure Syrups and
Saratoga Natural Gas

Leicester Polar Spring Co.
28 Myrtle St. Telephone

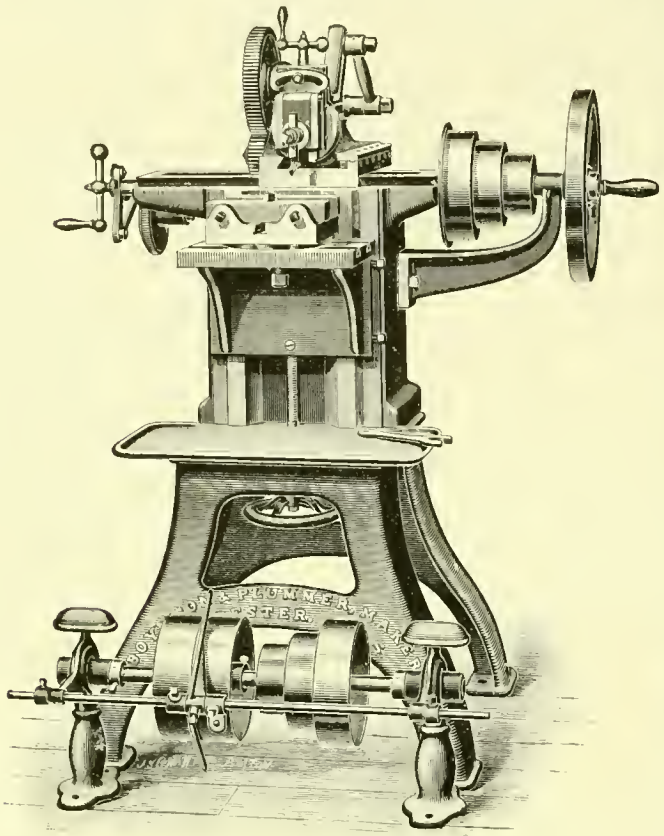
C. H. CLARENDEN, Mgr.

Polar Spring Water on Draught at Board of Trade Rooms

Made in Worcester

SHAPERS

MADE IN WORCESTER



8 x 12 inch Traverse Head Shaper

One of our latest improved machines. Capacity increased more than **50 per cent.** Best material. Best workmanship. Sizes 6 x 9, 8 x 12, 10 x 15 inches.

BOYNTON & PLUMMER

Department K **WORCESTER, MASS.**

Made in Worcester

The Warren

Worcester's Finest
Hostelry

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Automobile Parties a Specialty :: Excellent Cuisine

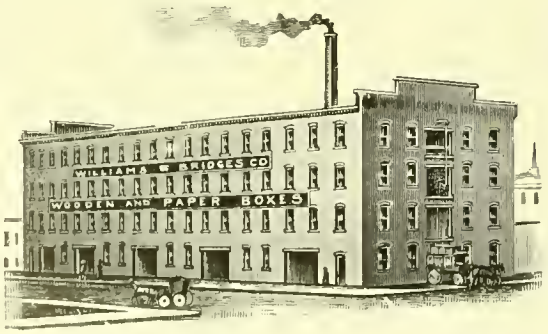
□□□

200 Front St. C. J. Pomeroy, Mgr.

EVERY VARIETY

of **WOODEN** *and* **PAPER**

ALSO CLOTH COVERED **BOXES**



BOXES

One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester

Business Established 1783

J. Russel Marble & Co.

Make a Specialty of

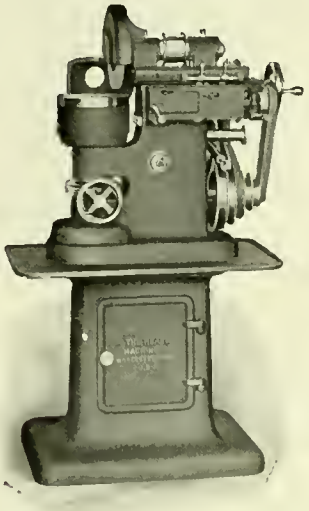
Gasolines and Automobile Oils

Made from
Pennsylvania Crude Oils

Chamois Skins and Sponges

Boston and Worcester

THE HEALD ROTARY SURFACE GRINDER



Is a special machine for finishing

Piston Rings, Discs, Dies, Collars, Etc.

to accurate thickness.

It is fitted with

A MAGNETIC CHUCK

and the turn of a button holds the work accurate and instantly.

THE HEALD MACHINE CO.

WORCESTER, MASS.

Made in Worcester

HUDSON BELTING CO.

WORCESTER, MASS.

Manufacturers of

LEATHER BELTING

Pure Oak Bark tanned, best quality.

Dynamo, waterproof and any special belts made to order.

Harness Leather — Mill Strapping — Rubber Belting
Canvas Belting — Belt Lacing — Belt Hooks
Wood Split Pulleys

Office and Factory, 1-3 Eaton Place.

Made in Worcester

ROSS BROS. CO.

90-92 Front St., and Bigelow Ct.

WORCESTER, MASS.

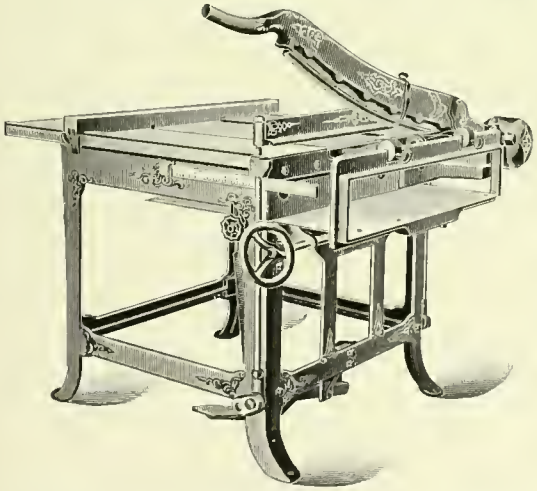
ELEVEN FLOORS

Importers and Growers of **SEEDS OF ALL KINDS**

Also Dealers in Agricultural Goods and Contractors' Supplies : : : :

Made in Worcester

SHEARS



and

Paper Box Machinery

Card Cutters

Window Shade Cutters

JOHN JACQUES & SON

95 Webster Street
Worcester, Mass.

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HIGH CLASS BOOKLETS and CATALOGUES

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INSURANCE

FIRE, AUTOMOBILE, LIFE, ACCIDENT, EMPLOYERS' LIABILITY, PLATE GLASS, STEAM BOILER, BURGLARY, BOND AND MARINE INSURANCE

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Consulting and Constructing Engineers

Installation and Repairs of Power Plants a Specialty. New and Second Hand Machinery and Steam Specialties

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Study a Few Weeks and Become AN ENGINEER

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21 Sharon Street, Springfield, Mass.

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With a pair of **VERTICAL FLEXIFOLD COILING DOORS**

openings 50 feet wide can be closed without the use of posts

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Made in Worcester

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STEEL AND IRON WORK
FOR BUILDINGS

DESIGNERS and MANUFACTURERS

Roof Trusses, Girders, Columns

STAIRS and FIRE ESCAPES

Carry in Stock
I-Beams, Plates, Angles, Cast Iron Columns, Bolts, Masons' and Carpenters' Anchors and Corrugated Iron.

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100 Crescent Street, Worcester, Mass.

The Provident Life & Trust Co.

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We are now located in our new offices in the

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Producers of

Fine Catalogue and Commercial Printing

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MAKERS OF

HALF-TONE AND LINE CUTS
ELECTROTYPES

Photographic Work, Bird's-eye Drawings, Art Prints in Gelatine Process, Photogravure, Designing. Catalogues

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FOR RIBBON,
TAPE AND WEBBING LOOMS

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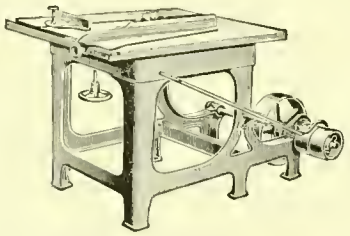
ONLY $50.00

For an all iron SAW BENCH with counter-shaft complete. It will pay you to investigate. Send for circular giving full particulars.



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13 HERMON ST. WORCESTER, MASS.

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Light and Heavy

IRON CASTINGS

J. A. COLVIN, Proprietor

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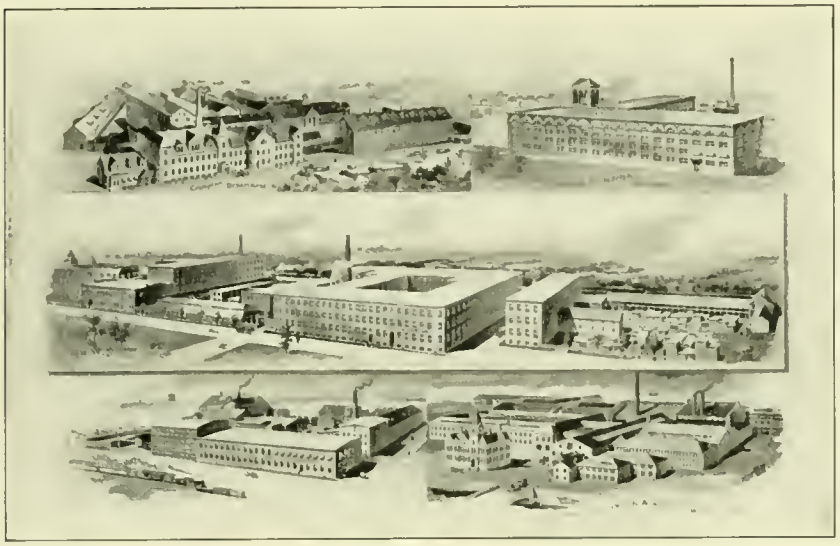
Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper,	vii
American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xiii
Bay State Stamping Co.,	xvii
Brownell, George L., twisting and spinning machinery,	xiv
Boston Pressed Metal Co., transom adjusters,	vii
Boynton & Plummer,	xviii
Blake, Jr., & Co., George F., iron and steel, and supplies,	xvi
Blanchard & Co., F. S., printers,	xii
Carlton Engraving Co.,	xxi
Commonwealth Press, printers,	xix
Crawford & Co., woolen machinery and mill supplies,	xiv
Crompton & Knowles Loom Works, looms,	Inside back cover
Central Supply Co., steam and gas supplies,	Inside front cover
Coates Clipper Mfg. Co., flexible shafting,	viii
Davis Press, printers,	xxi
Delle, B. E., mechanical engineer,	xvi
Eastern Bridge & Structural Co.,	xxi
Flexible Door & Shutter Co.,	xx
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	xvii
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Harrington & Richardson Arms Co., firearms,	Inside front cover
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Heald Machine Co., The, machine tools, grinding machines,	xx
Heywood Boot & Shoe Co., fine shoes,	iv
Hudson Belting Co., leather belting,	xix
Jackson St. Foundry, iron castings,	xxii
Jacques & Son, John,	xix
Kidder, R. E., drawing tables,	xxii
Leicester Polar Spring Co.,	xvii
Logan, Swift & Brigham, envelopes,	xi
Marble Co., J. Russel,	xviii
Morgan Construction Co., rolling mill equipment,	xiv
Massachusetts School of Engineering,	xx
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xiv
Multiple Woven Hose & Rubber Co.,	Outside back cover
Munroe & Ingraham, insurance,	xx
Noreross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	ix
Pond Machine & Foundry Co.,	xvii
Porter & Co., S., lasts,	xix
Pratt & Inman, iron and steel,	xiv
Pratt, Robert G., supplies for narrow fabric looms,	xxii
Prentice Bros. Company, drilling machines, engine lathes,	xv
Provident Life & Trust Co.,	xxi
Queensbury Mills,	xi
Reed & Prince Manufacturing Co , screws, bolts, rivets, etc.,	xiii
Ross Bros., hardware, seeds and agricultural implements, etc.,	xix
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xiii
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	ix
Torrey Razor Co., J. R., The,	xvii
Torrey Co., J. R.,	xvii
The Warren Hotel,	xviii
Union Water Meter Co., water meters,	xvi
Wadsworth-Howland & Co.,	xii
Warren, J. F. & W. H., leather belting and mill supplies,	xv
Warren Leather Goods Co., suit cases, bags and supplies,	xvi
Webb Pink Granite Co.,	ii
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxii
Williams & Bridges,	xviii
Winslow Skate Co., ice and roller skates,	xvi
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Agricultural Society,	x
Worcester Machine Screw Co., set, cap and machine screws,	xv
Worcester National Bank,	iii
Worcester Trust Co.,	i
Wilder, W. E., mechanical engineer,	xvi
Wright Wire Co., wire and wire cloth, wire rope, etc.,	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

THE BLANCHARD PRESS WORCESTER MASS.

A LOOM FOR EVERY FABRIC



Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

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Norton Grinding Wheels are made of Alundum, a product of the Norton Electric Furnace Plant at Niagara Falls. They are adapted for every kind of grinding.

Norton Company

Worcester, Mass., U. S. A.

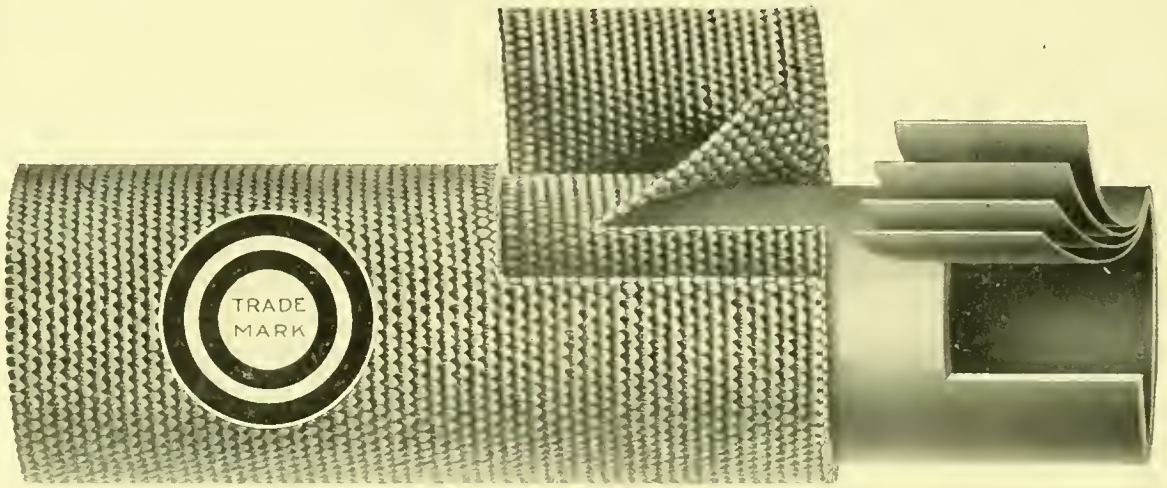
New York Niagara Falls Chicago

F-32

Buy Fire Hose on its Merits

During investigation of the recent Parker Building holocaust in New York City, it was shown that had the above advice been heeded the calamitous results through burst hose would have been avoided.

Buy the best the market affords and protect lives and property



Cut showing construction of *"Bi-Moore"* brand Hose

"Bi-Moore" two-ply, alternate Multiple Woven, rubber-lined fire hose, and *"Blue Ribbon"* two-ply, solid Multiple Woven, rubber-lined cotton fire hose, give

Universal Satisfaction

The Multiple Woven Hose and Rubber Co.

Manufacturers

Worcester, Mass.

Made in Worcester

THE GRATON & KNIGHT MFG. CO.

WORCESTER, MASS. U.S.A.

1851 G&K TRADE MARK

LEATHER BELTING

ESTABLISHED IN 1851—That shows how much experience we put into our product.

TANNERS SINCE 1867—That is why we know how to tan the hides so that they will make belting leather of the highest quality.

CAPITAL PAID IN, $1,500,000—That is why we have been able to make of our plant—which covers nearly eight acres of floor space—the largest and best equipped plant in the world for tanning and currying hides and manufacturing same into leather belting.

ORIGINALITY—We are the originators and pioneer manufacturers of waterproof leather belting—"six years on the market" is the enviable record of our Neptune Waterproof Leather Belting.

Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

Made in Worcester

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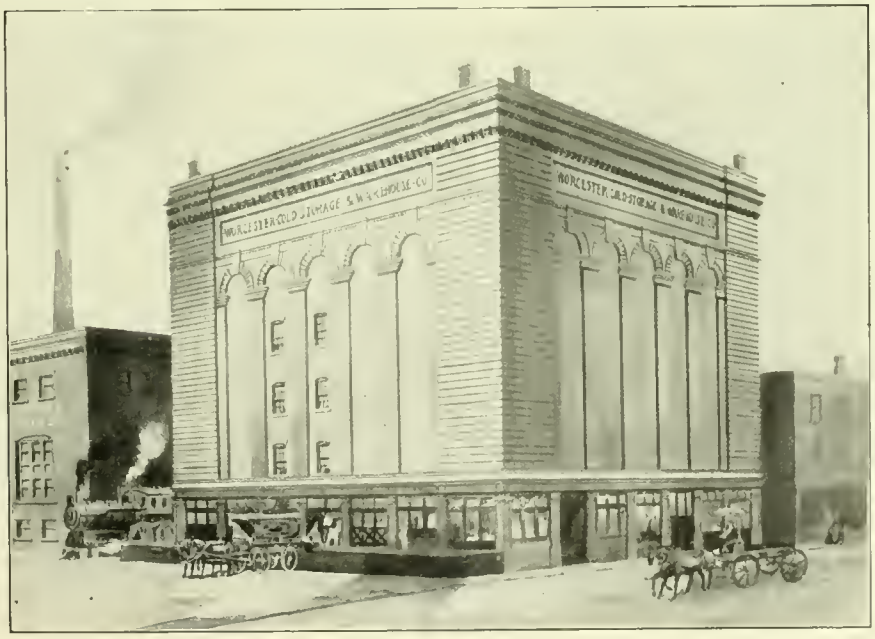

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The best service and favorable terms.

Makers and sellers of the PURE ARTIFICIAL ICE.

Worcester Cold Storage & Warehouse Co.

24 Bloomingdale Road

Made to Worcester

INCORPORATED 1868

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Capital, Surplus and Profits $1,300,000
Total Resources $10,000,000

IN ADDITION TO A GENERAL BANKING BUSINESS

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EXECUTOR, ADMINISTRATOR, GUARDIAN, TRUSTEE

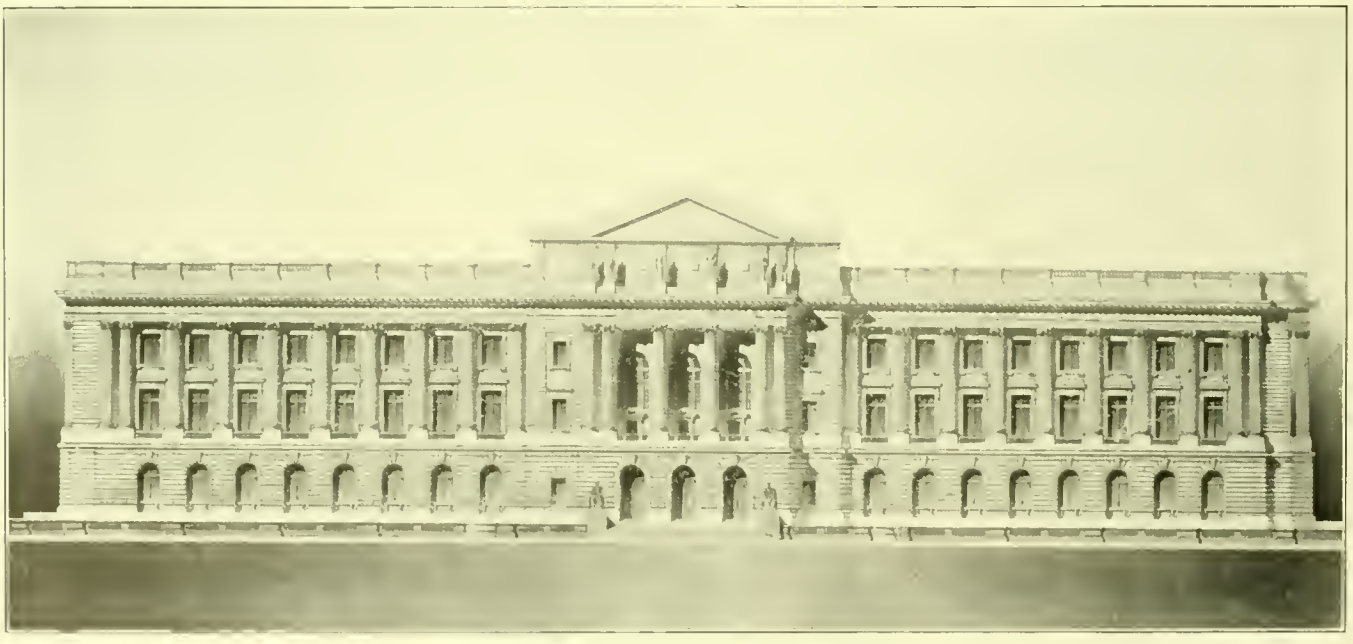
FINANCIAL AGENT FOR INDIVIDUALS AND CORPORATIONS

Depository Under Plans of Reorganization, Trustee of Corporation Mortgages, Registrar and Transfer Agent

ISSUES

LETTERS OF CREDIT AND FOREIGN EXCHANGE

ACCOUNTS SOLICITED



CUYAHOGA COUNTY COURT HOUSE, CLEVELAND, OHIO

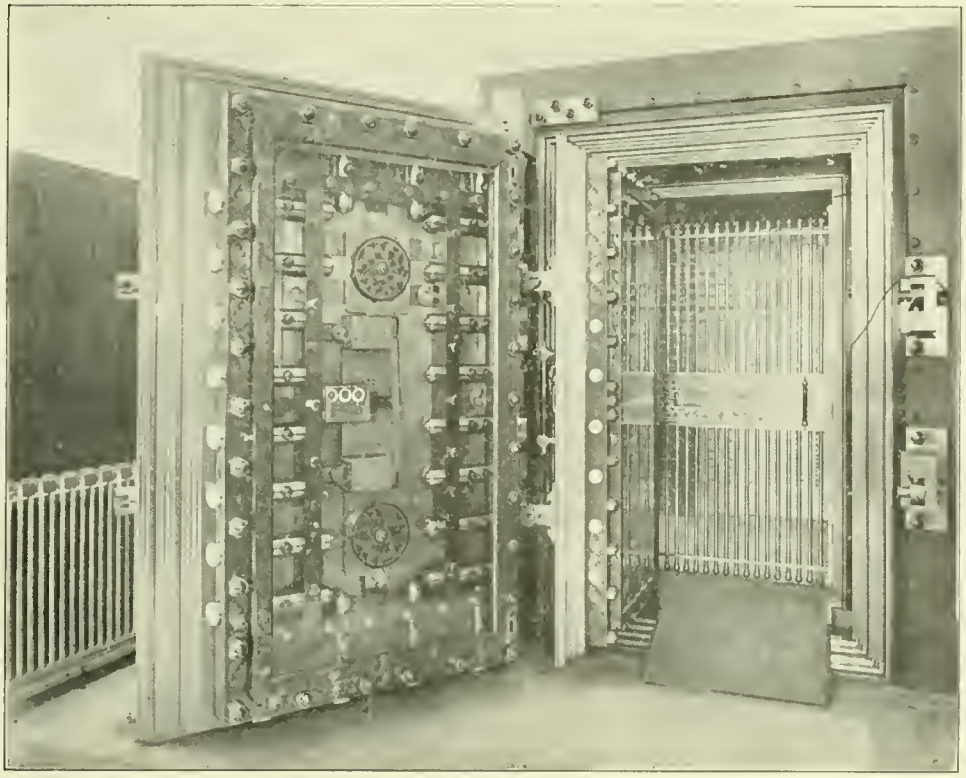
Entire structure of

MILFORD, MASS., PINK GRANITE

furnished by

WEBB PINK GRANITE COMPANY

Quarries at MILFORD, MASS. Offices at WORCESTER, MASS.



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11 FOSTER STREET

Summer Vacation

THOSE who contemplate closing their houses for a part or the whole of the Summer Vacation should investigate our facilities for the safe keeping of silverware, jewelry, etc. Low rates by the month or year.

THESE massive doors, wired with the Bankers' Electric System, furnish absolute Burglar and Fireproof protection for our new Safe Deposit Vault.

Boxes rent from

$4 to $60 a year

and the same security and courteous attendance are provided for all.

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WIRE CLOTH

Wire Clothes Lines
Picture Cord
Coal and Sand Screens
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Wire Goods and
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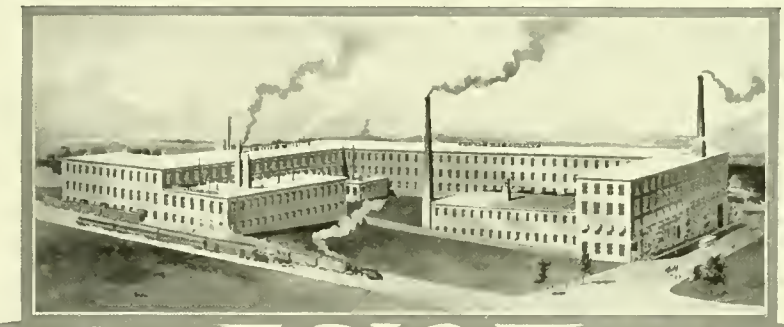

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Flower Bed Guard
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Enclosures

Wright Wire Company

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WORCESTER and PALMER, MASS.
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Our Trade Mark is a Guarantee of Quality

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1864

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Manufacturers

Worcester, Massachusetts, U. S. A.

HIGH GRADE SHOES FOR MEN

OUR RETAIL STORE

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THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incorporated 1844)

Assets, January 1, 1908,	$29,845,723 08
Liabilities, January 1, 1908,	$28,286,361.96
Surplus, January 1, 1908,	$1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

International Bureau of American Republics, Washington, D. C.
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Entire exterior of Georgia Marble, from the quarries of the
SOUTHERN MARBLE COMPANY

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General Contractors and Builders

Worcester, Massachusetts

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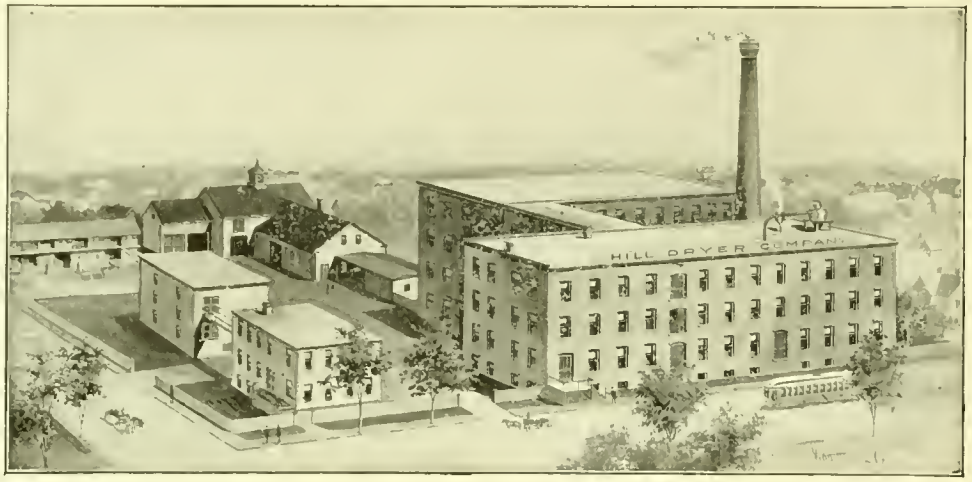
We are the Largest Manufacturers of Clothes Dryers in the World



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Dryers made to swing to balcony or fire escape and for use on roof and lawn.

Also Makers of the

"Hustler" Ash Sifter

Made in Worcester

Hill Dryer Company
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Worcester, Mass.

New York Office, 1133 Broadway

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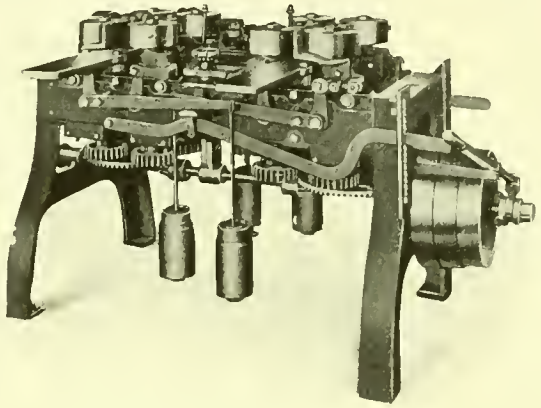


Power Feed Box Board Matcher

Everything needful for making
Wooden Boxes and Cases
Planing Machines
Sawing Machines
Fitting Machines
Trimming Machines
Matching Machines

HOBBS MANUFACTURING CO.

Made in Worcester — 26 SALISBURY STREET, WORCESTER, MASS.

Standard Foundry Company

IRON FOUNDERS

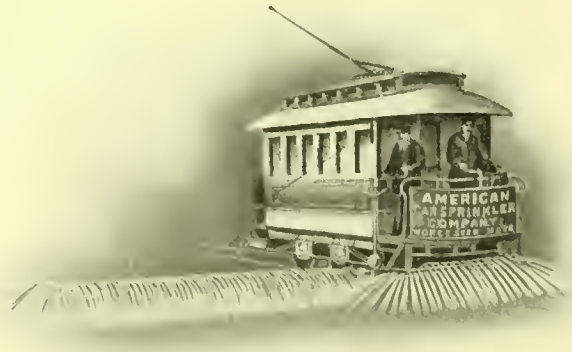
Special attention given to the Manufacture of High Grade

Machinery Castings

Tainter and Gardner Streets
Worcester, Mass.

Made in Worcester

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

SHERMAN ENVELOPE CO.

Worcester, Mass., U. S. A.

Manufacturers of

All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver
The Sherman STAMP SAVER for mailing second class matter
The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester

BOSTON PRESSED METAL CO.

SHEET METAL PRODUCTS OF ALL DESCRIPTIONS. ELECTRO-GALVANIZING, PLATING, BLUING

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Made in Worcester

An ARTS and CRAFTS crown and panel treatment. Done in heavy rich reds, blues, greens and wood shades.

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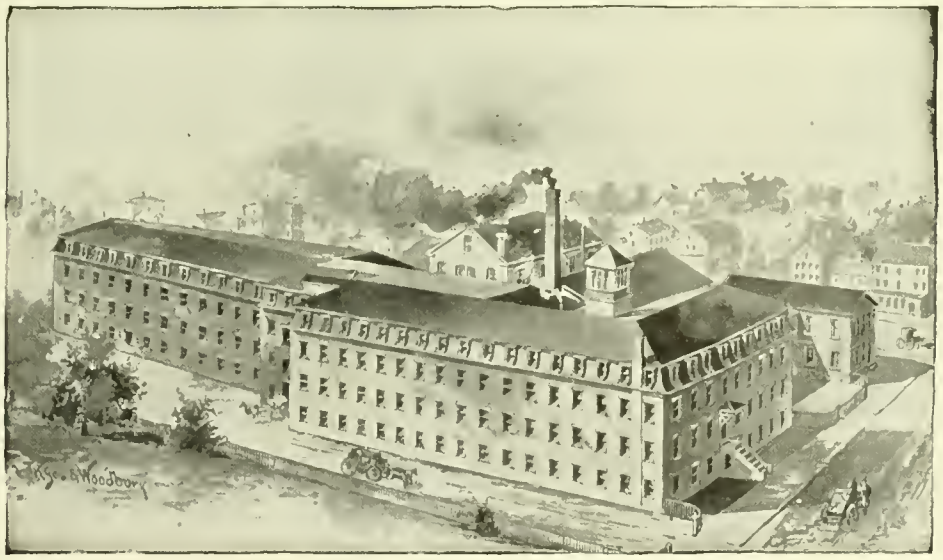
Makers of "Vogue Papers"

Worcester, Massachusetts, U. S. A.

Made in Worcester



Hammond Reed Company

Manufacturers of

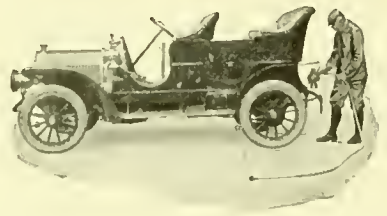
Organ Reeds,
Reed Boards
and other
Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester

Be the ENVY of Your Neighbor



He will think you stay up nights to polish your brass

THE COATES FRICTION DRIVEN AUTO BUFFING OUTFIT

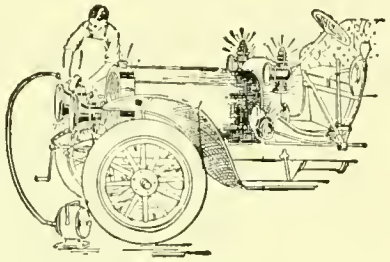
is driven by the rear right-hand wheel. The roller is held by a patented clamp-device, and the jack that lifts the wheel rests in the clamp, making the device very rigid. Each outfit is furnished with Buffs, Tripoli, Clamp with Roller Flexible Shaft and Rod Extensions.

Send for Catalogue 22

Coates Clipper Mfg. Co.

Worcester, Mass.

Made in Worcester



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ARTISTS ENGRAVERS ART PRINTERS

No. Four Walnut St. WORCESTER MASS.

Birdseye Views
Original Designs
HALFTONE ENGRAVINGS
Photographing
At your service day or night
Enlarging
ART PRINTING
Photogravures
Cards, Wedding Invitations, Menus

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People's Savings Bank

452 Main St., Worcester, Mass.

Interest Days

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Deposits and withdrawals may be made by mail

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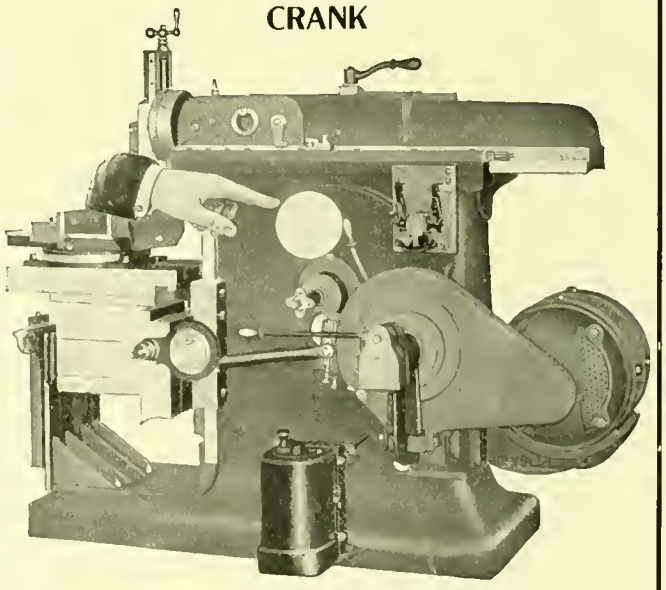
SAMUEL R. HEYWOOD, President
CHARLES M. BENT, Treasurer

THE VITAL SPOT

in Shaper construction is the CRANK



Its construction determines the speed and the power of the cutting tool

STOCKBRIDGE SHAPERS

give satisfaction—the crank is made right.

Ask for circular illustrating our patented two-piece crank motion.

STOCKBRIDGE MACHINE COMPANY

WORCESTER, MASS., U. S. A.

Made in Worcester

CABINET WORK
OF QUALITY

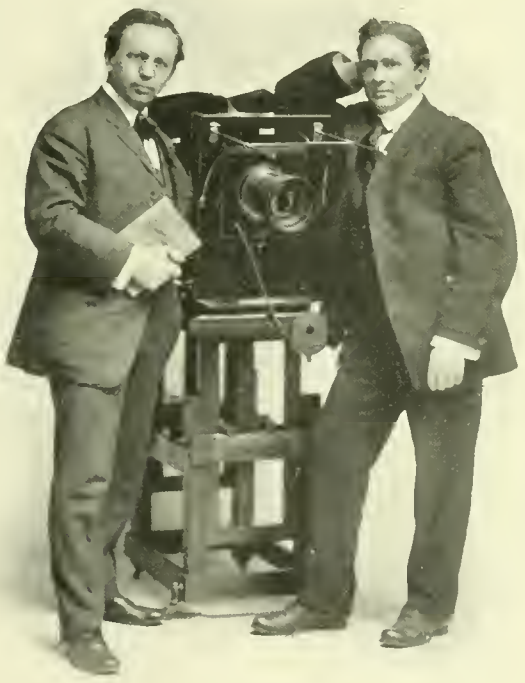
We are Manufacturers of

Church Pews, Altars, Sanctuary Rails, Pulpits, Vestment Cases, Confessionals, Cabinet Work and Furniture, Store and Bank Fixtures.

THOMAS & CO.

A. E. DICK, Prop.

112 Exchange Street, Worcester, Mass.



EVERYTHING THAT IS BEST
IN
Photography

WE HAVE ADDED TO OUR ESTABLISHMENT
AN UP-TO-DATE EQUIPMENT FOR
COMMERCIAL WORK

Schervee & Bushong

328 MAIN ST., WORCESTER, MASS.

Entrance at the Left of Grand Stairway on the Street Floor

THE VACATION SEASON is at hand. No dwelling house or ordinary safe offers any real security against loss by fire or burglary. This is a good time to secure absolute protection and freedom from anxiety by enlisting the services of the Worcester Safe Deposit Vaults.

Valuables in trunks and boxes are entirely safe and free from corrosion in our vaults. This Company will call for trunks or other large cases, receipt for them at the house, and convey them to the vaults, where they will be registered and certificates of deposit forwarded by mail.

Worcester Safe Deposit Vaults (Incorporated)

WILLIAM D. LUEY
President

JOHN H. COES
Secretary

HALLECK BARTLETT
Treasurer

OFFICE HOURS
Daily from 9 A.M. to 4 P.M., except on Saturday
Saturday from 9 A.M. to 1 P.M.

State Mutual Building

340 Main Street Worcester, Mass.

Spend your Vacation

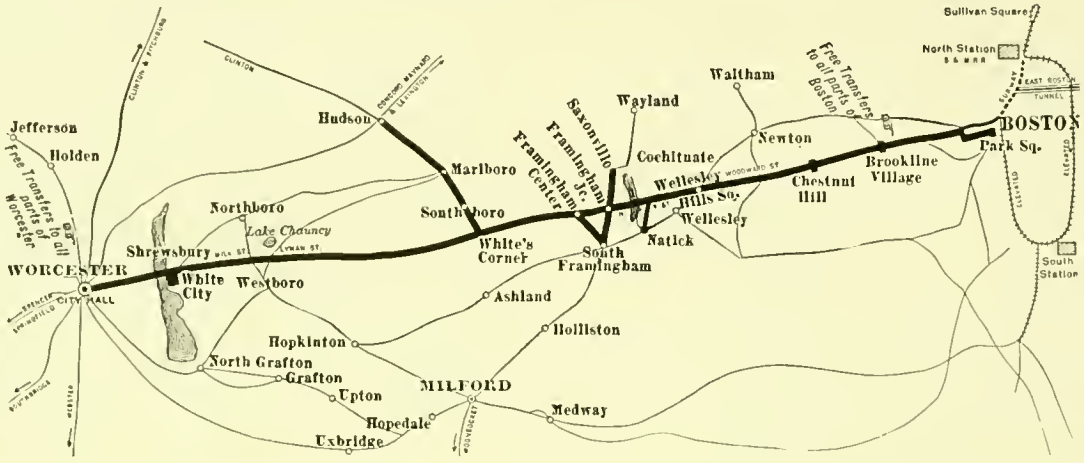
on the

Cool, Clean, Exhilarating Trolley

Special excursions every week

The cheapest and best way to enjoy the Summer

Boston and Worcester Trolley Air Line



TO LET YOU KNOW

That we are Manufacturers and Dealers in

LUBRICATING OILS AND GREASES OF QUALITY

Making a Specialty of

Automobile Oils

ALSO STEAM PACKING

LET us show you RIDLON'S IMPROVED GRATE, for which we are agents. Burns more coal per square foot without waste, increases boiler capacity—25% more air space, no dead space, therefore gives clean fires, losing no coal. Teeth removable, interlocking, interchangeable, making repairs easy.

Manufactured by SUPERIOR GRATE BAR CO., SPRINGFIELD, MASS.

NEW ENGLAND MILL SUPPLY COMPANY

66 SCHOOL STREET, WORCESTER

"An Organization Particularly Well-Equipped to Execute Contracts Requiring a Superior Knowledge of the Uses of Portland Cement"

AQUEDUCTS
BRIDGES
DAMS
FOUNDATIONS
RETAINING WALLS

GRANOLITHIC
TAR CONCRETE
AND
ASPHALT
FLOORS AND PAVING

RELIABLE
ROOFING
AND
WATER-
PROOFING

THE GEORGE W. CARR COMPANY

(H. C. WILSON)

518 Main Street — Worcester, Mass.

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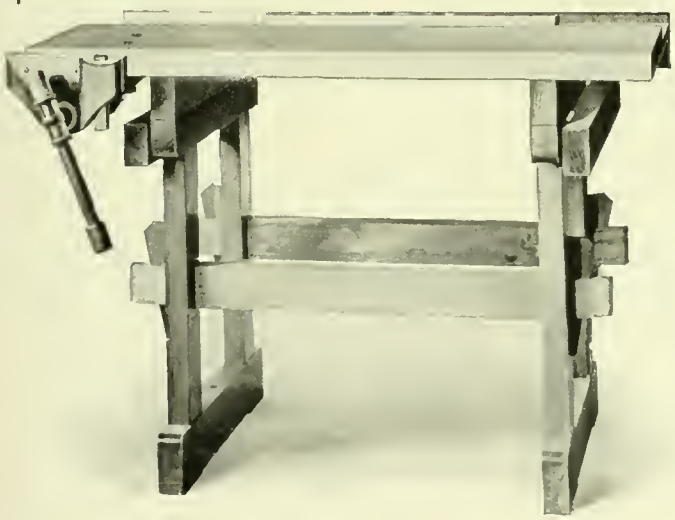

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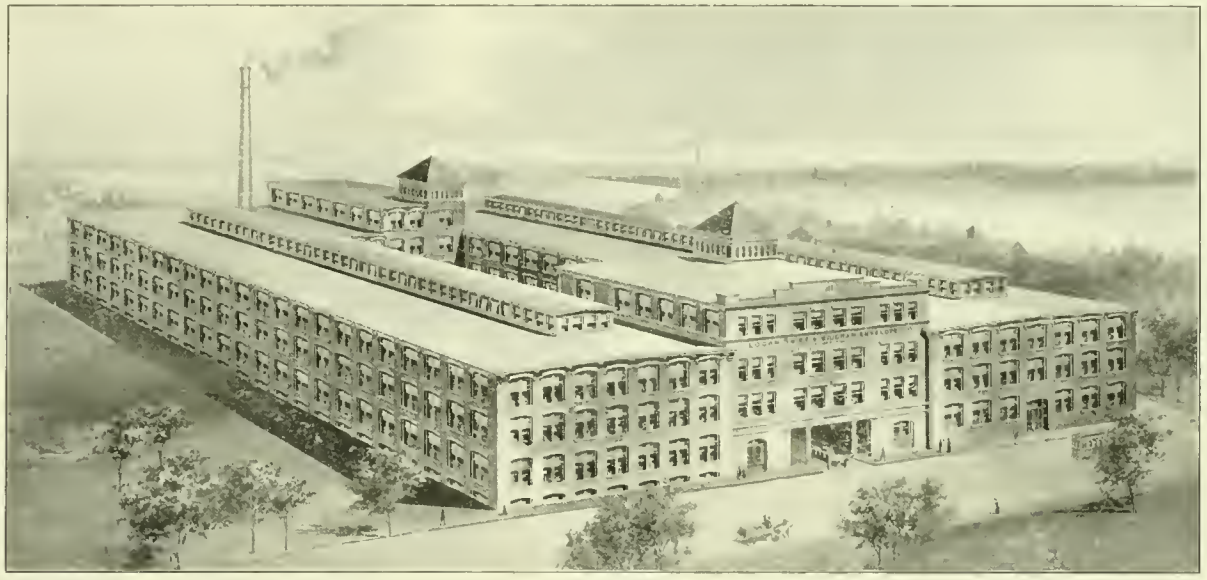

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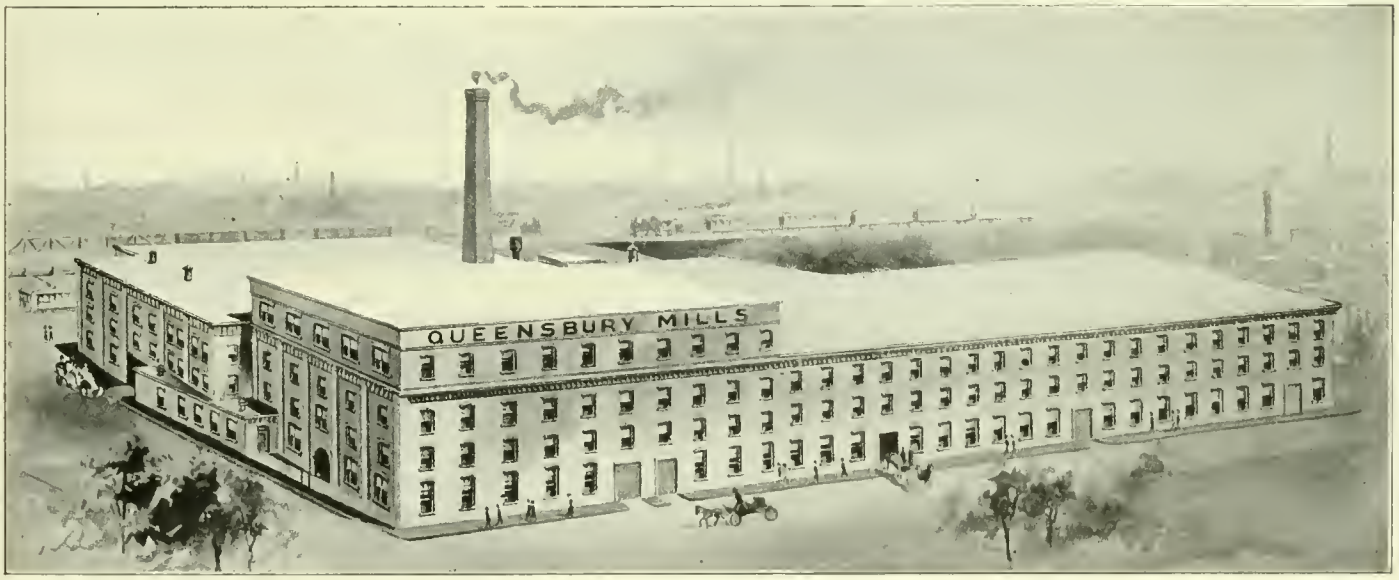

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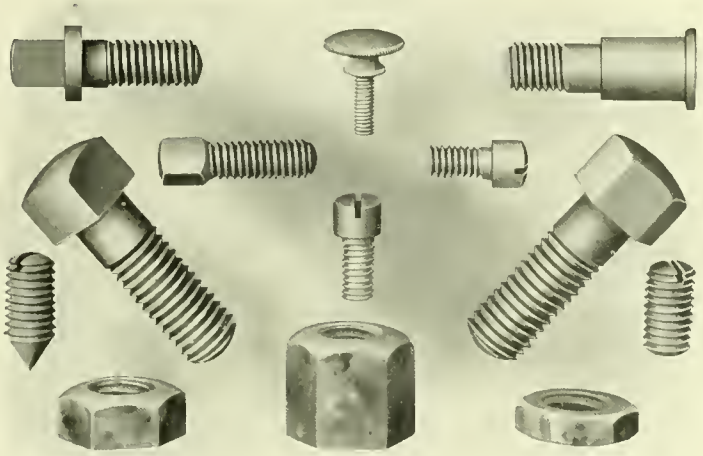

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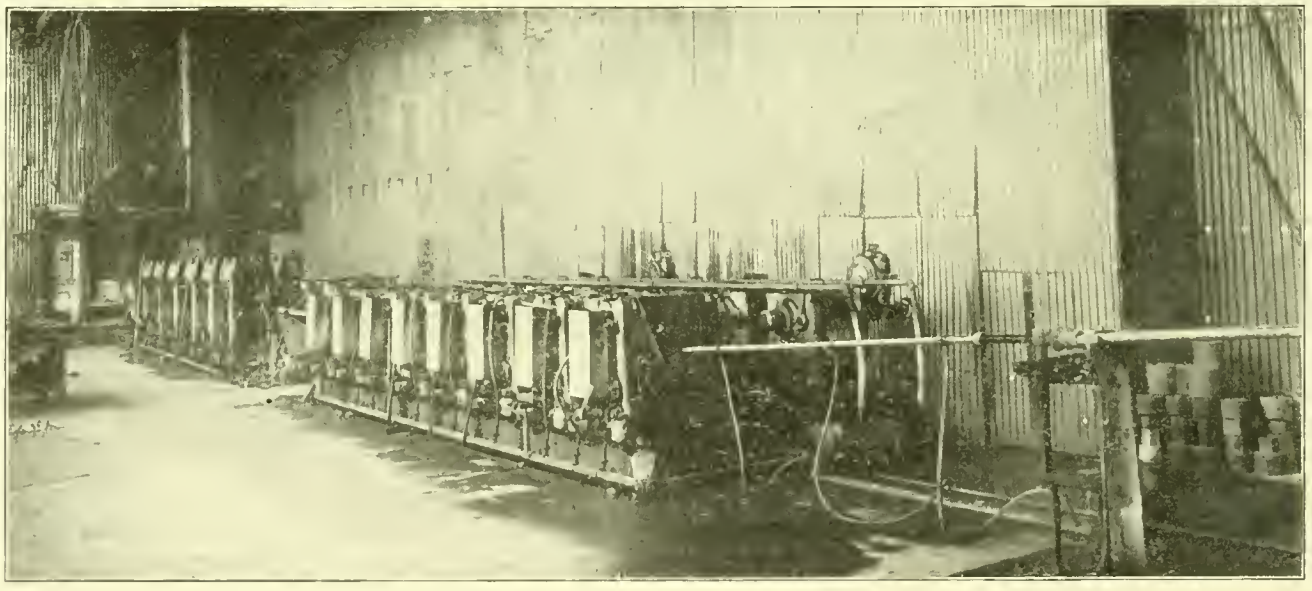

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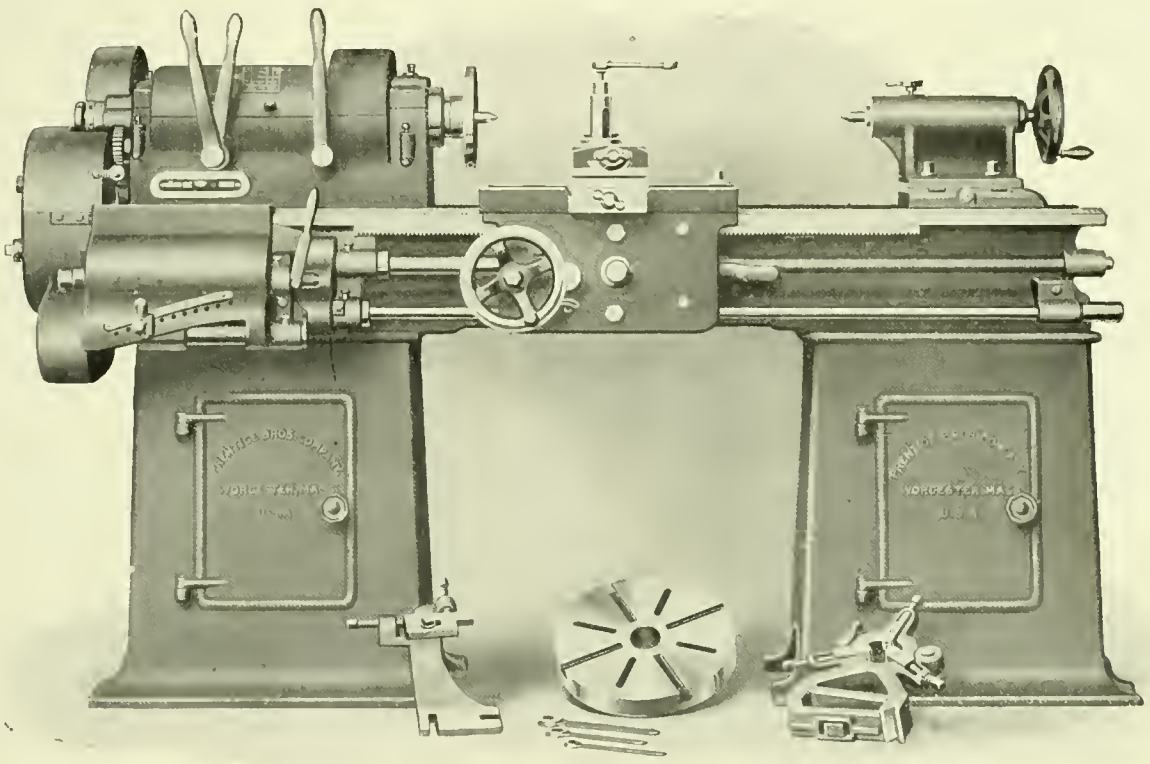

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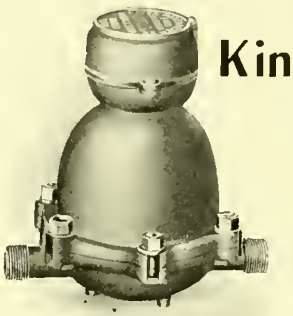

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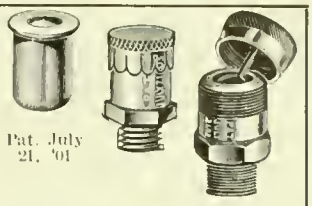

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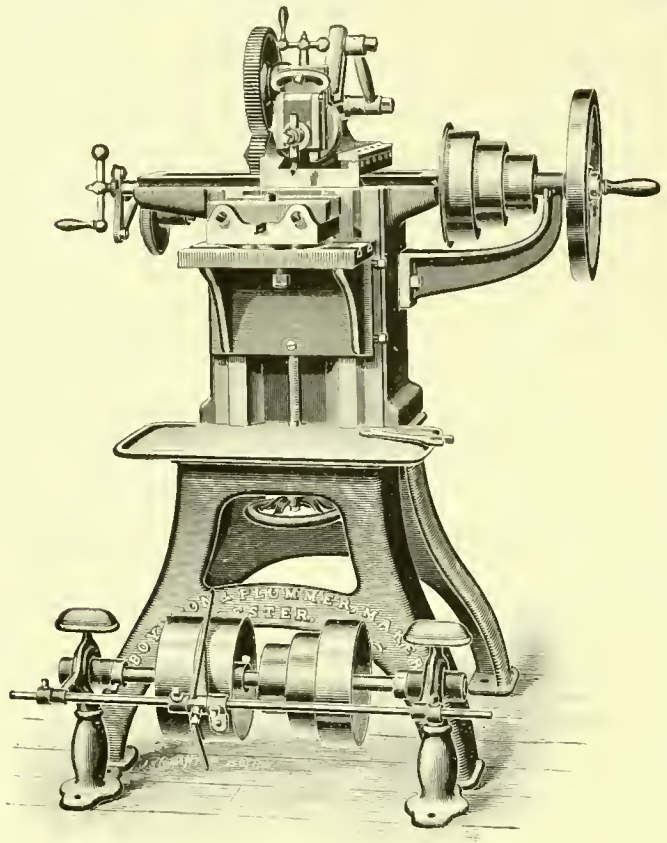

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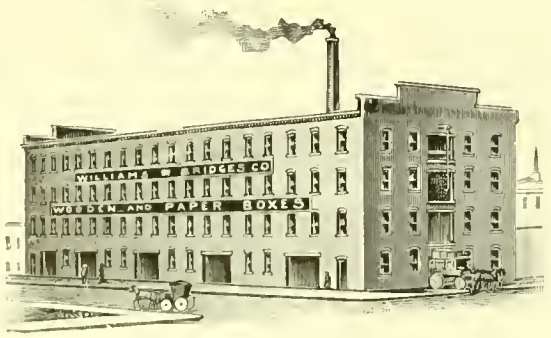

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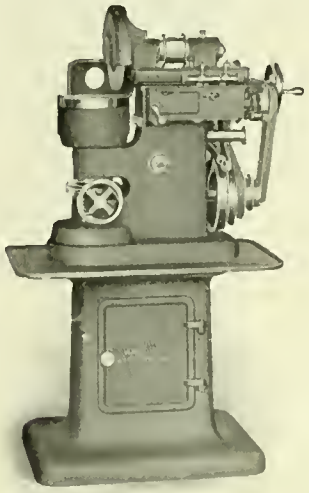

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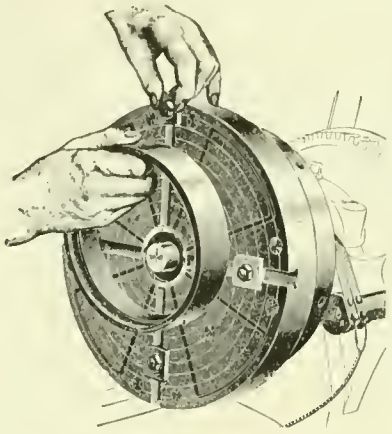

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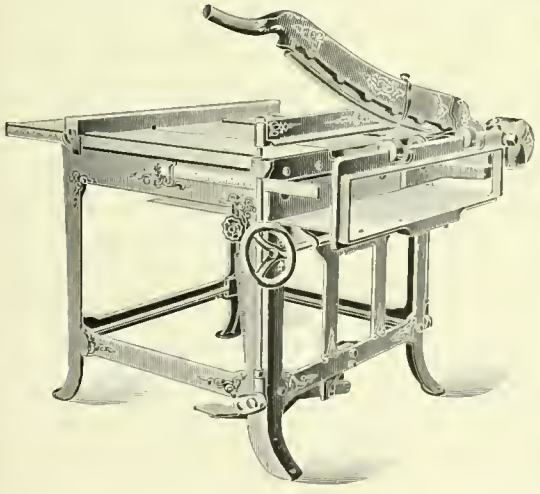

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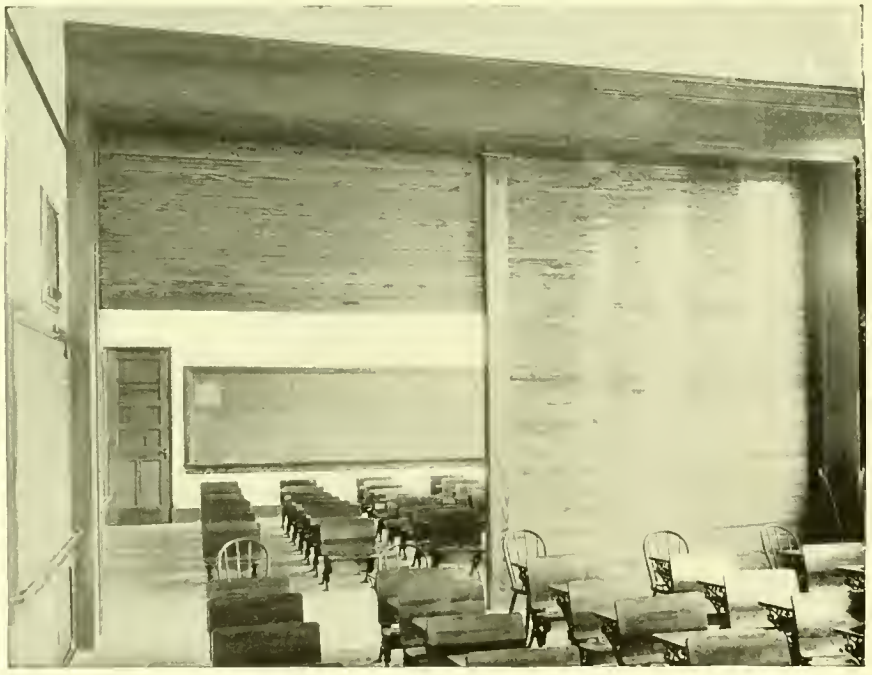

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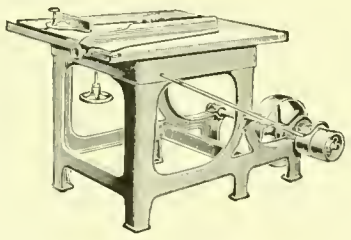

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Index to Advertisers.

Allen-Higgins Wall Paper Co., wall paper,	vii
American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xv
Bay State Stamping Co.,	xix
Bemis, A. L., work benches,	ii
Brownell, George L., twisting and spinning machinery,	xvi
Boston & Worcester Air Line,	x
Boston Pressed Metal Co., transom adjusters,	vi
Boynton & Plummer, shapers,	xx
Blake, Jr., & Co., George F., iron and steel, and supplies,	xviii
Blanchard & Co., F. S., printers,	xiv
Carlton Engraving Co.,	xxiii
Carr Co., G. W., granolithic works,	xi
Commonwealth Press, printers,	xxi
Crawford & Co., woolen machinery and mill supplies,	xvi
Crompton & Knowles Loom Works, looms,	Inside back cover
Central Supply Co., steam and gas supplies,	Inside front cover
Coates Clipper Mfg. Co., flexible shafting,	viii
Davis Press, printers,	xxiii
Davis & Riggs, commercial photographers,	xi
Delle, B. E., mechanical engineer,	xviii
Eastern Bridge & Structural Co.,	xxiii
Flexible Door & Shutter Co.,	xxii
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	xix
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Harrington & Richardson Arms Co., firearms,	Inside front cover
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Heald Machine Co., The, machine tools, grinding machines,	xxi
Heywood Boot & Shoe Co., fine shoes,	iv
Hudson Belting Co., leather belting,	xi
Jackson St. Foundry, iron castings,	xxiv
Jacques & Son, John,	xxi
Kidder, R. E., drawing tables,	xxiv
Leicester Polar Spring Co.,	xix
Logan, Swift & Brigham, envelopes,	xiii
Lowell Textile School,	xii
Marble & Co., J. Russel, gasoline and automobile oils,	xx
Morgan Construction Co., rolling mill equipment,	xvi
Massachusetts School of Engineering,	xxii
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xvi
Multiple Woven Hose & Rubber Co.,	Outside back cover
Munroe & Ingraham, insurance,	xxii
Norcross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	viii
Pond Machine & Foundry Co.,	xix
Porter & Co., S., lasts,	xxi
Pratt & Inman, iron and steel,	xvi
Pratt, Robert G., supplies for narrow fabric looms,	xxiv
Prentice Bros. Company, drilling machines, engine lathes,	xvii
Provident Life & Trust Co.,	xxiii
Queensbury Mills,	xiii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	xv
Ross Bros., hardware, seeds and agricultural implements, etc.,	xxi
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xv
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	viii
Torrey Razor Co., J. R., The,	xix
Torrey Co., J. R.,	xix
The Warren Hotel,	xx
Union Water Meter Co., water meters,	xviii
Wadsworth-Howland & Co.,	xiv
Walker & Co., O. S., chucks,	xxi
Warren, J. F. & W. H., leather belting and mill supplies,	xvii
Warren Leather Goods Co., suit cases, bags and supplies,	xviii
Webb Pink Granite Co.,	ii
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxiv
Whitney Co., Geo. C., valentines and holiday goods,	xii
Williams & Bridges, wooden and paper boxes,	xx
Winslow Skate Co., ice and roller skates,	xviii
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Safe Deposit Vaults,	ix
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Agricultural Society,	xii
Worcester Machine Screw Co., set, cap and machine screws,	xvii
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wilder, W. E., mechanical engineer,	xviii
Wright Wire Co., wire and wire cloth, wire rope, etc.,	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

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Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

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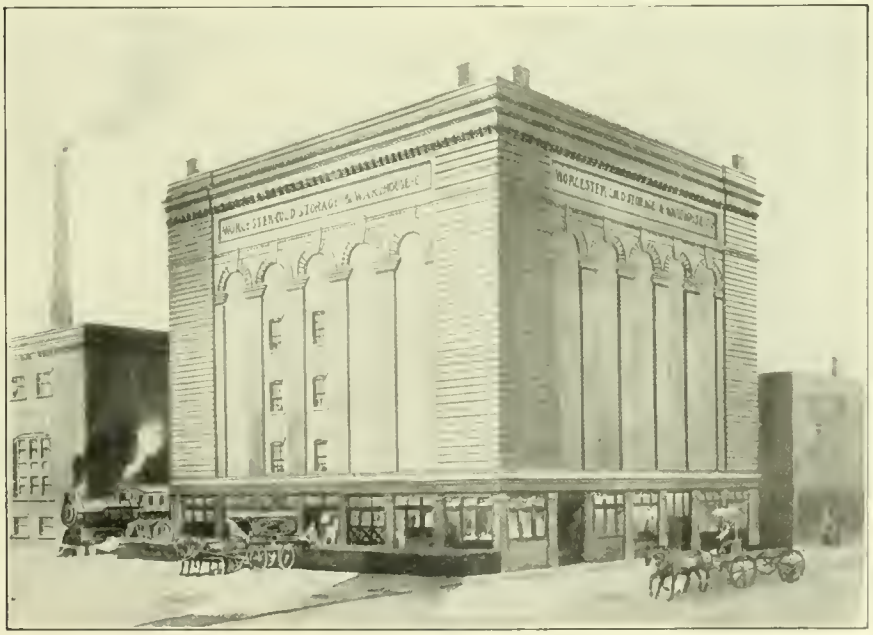

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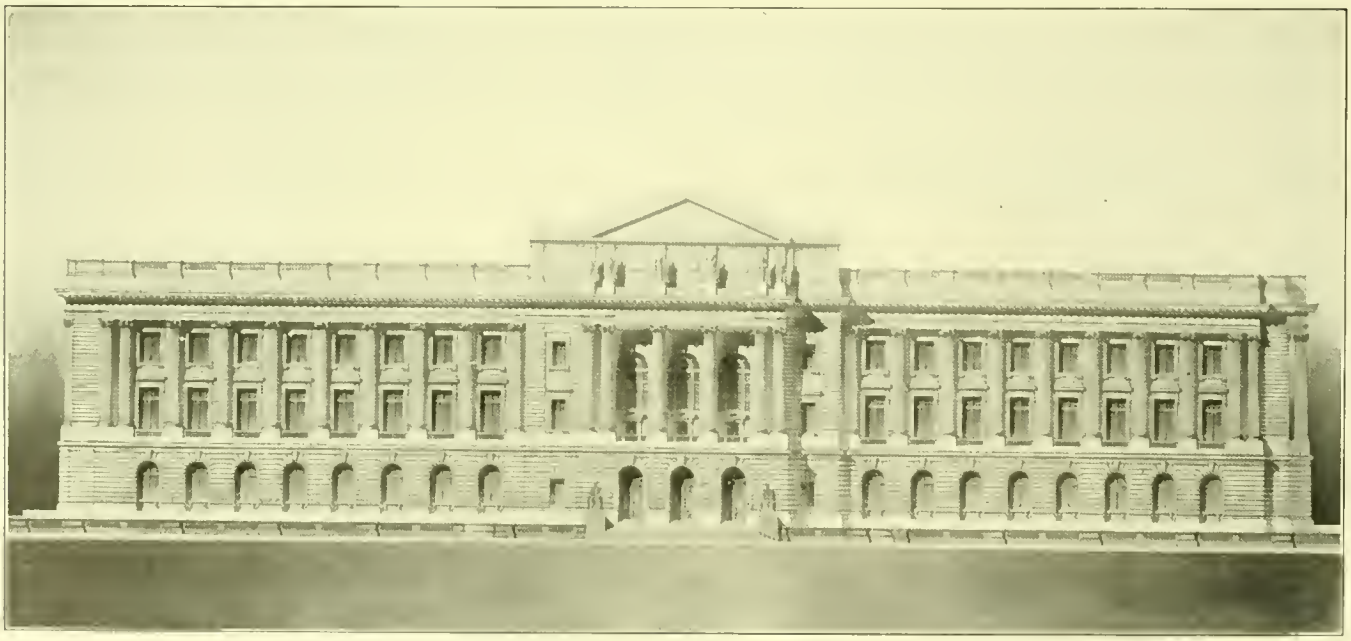

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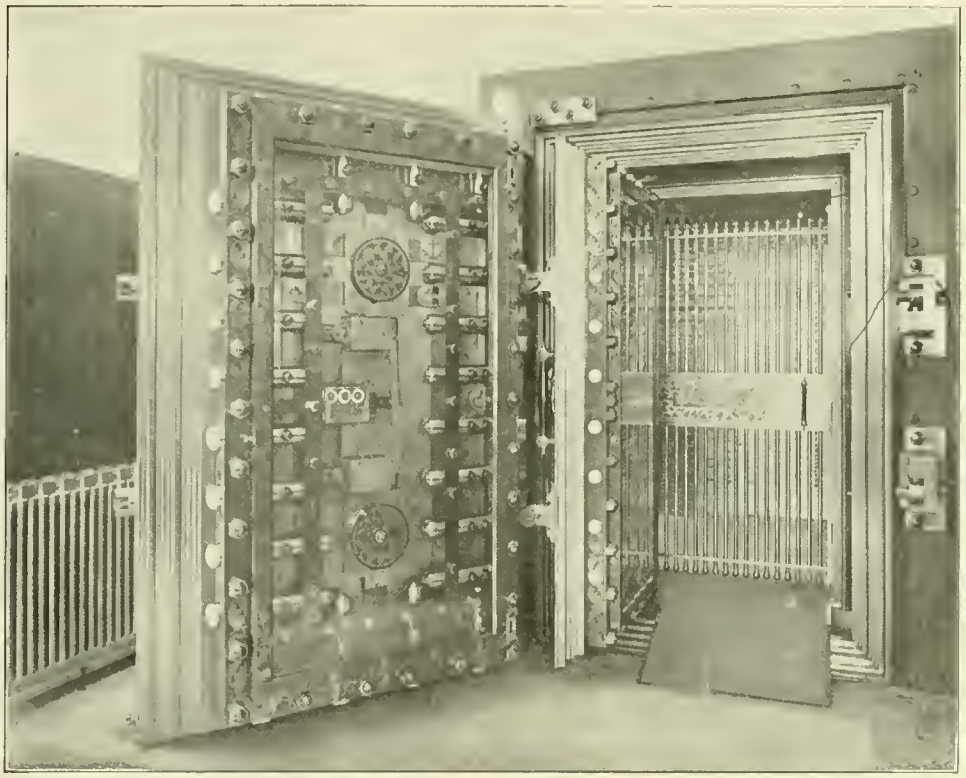

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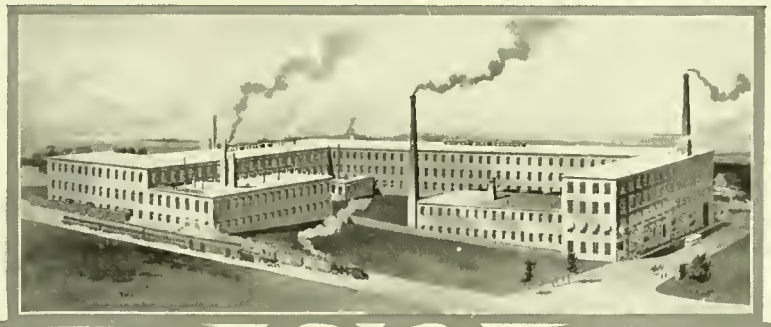

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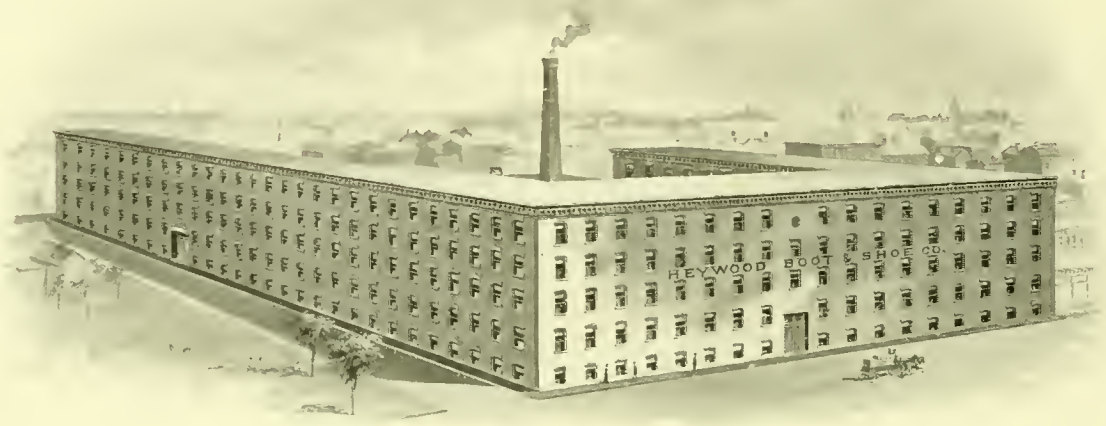

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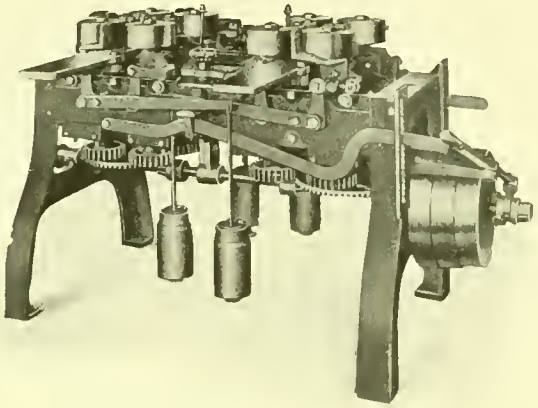

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Our Envelopes are made from Standard Grades and Weights of Paper

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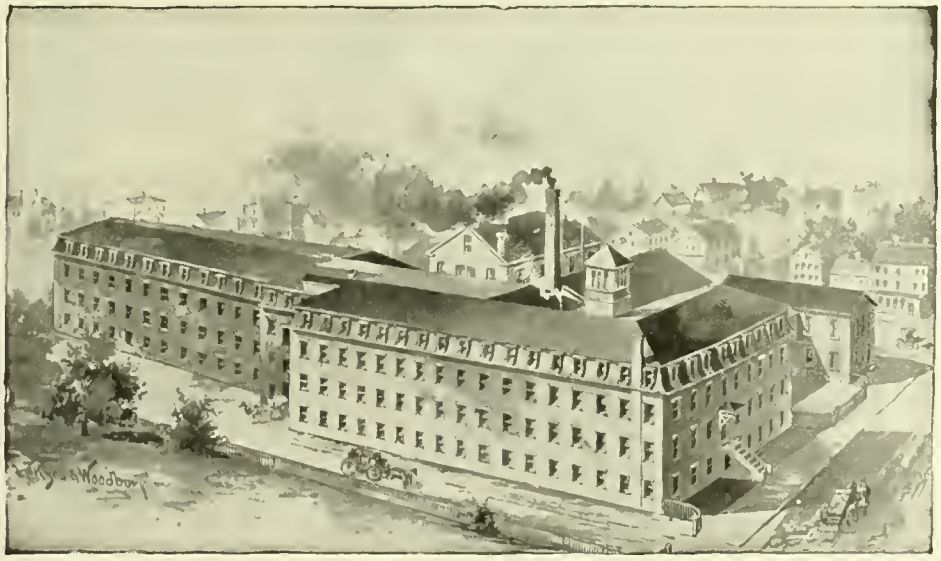

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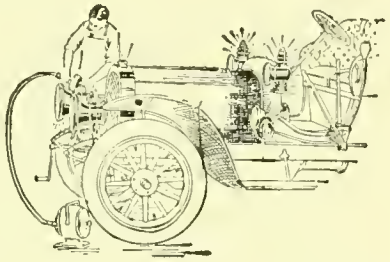

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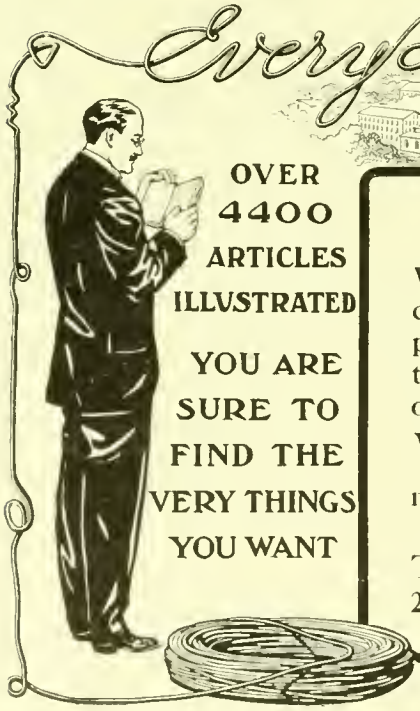

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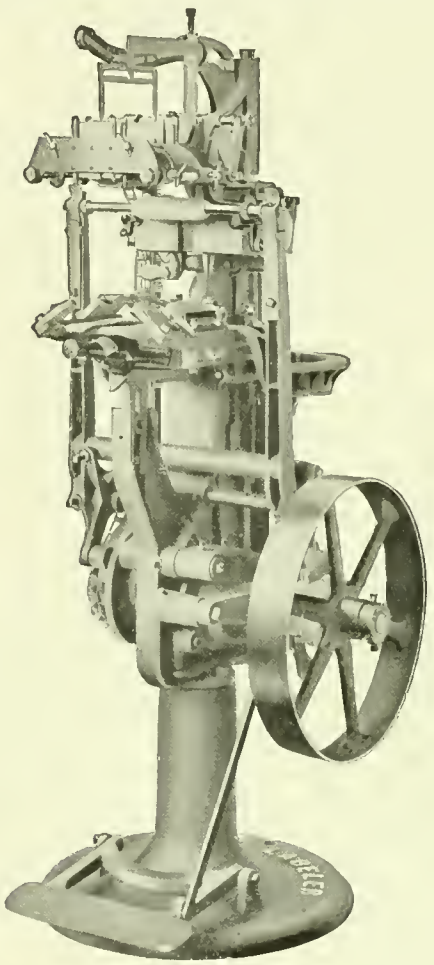

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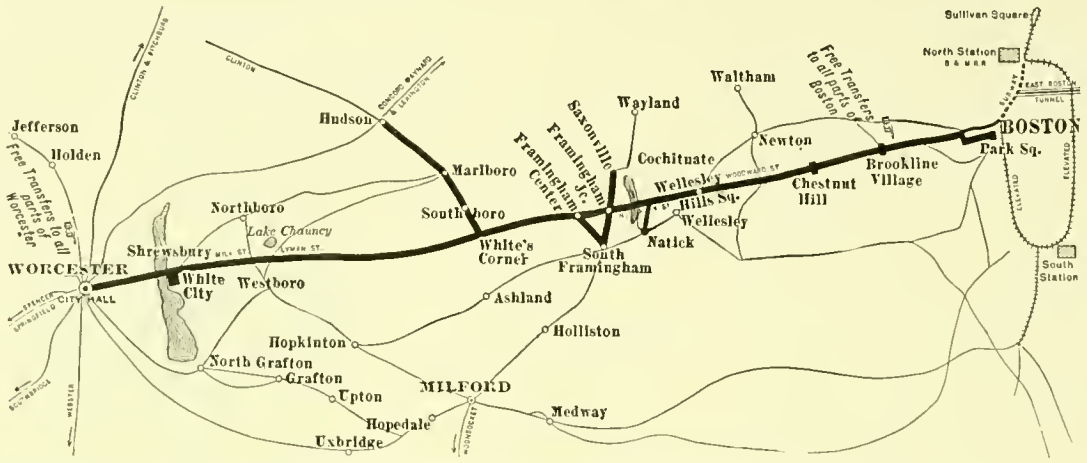

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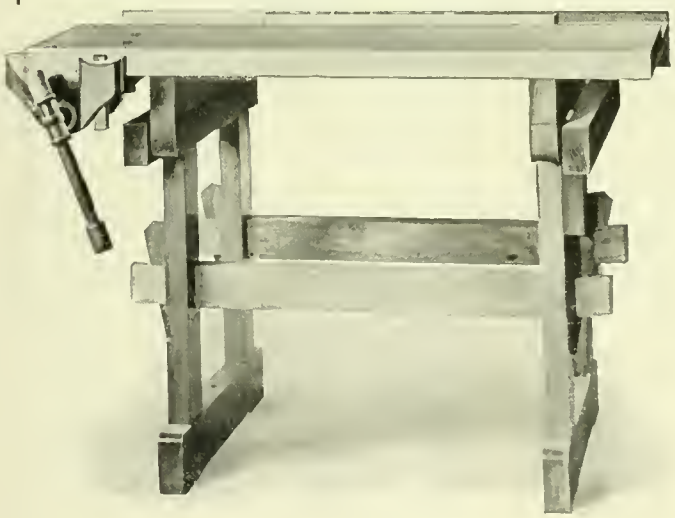

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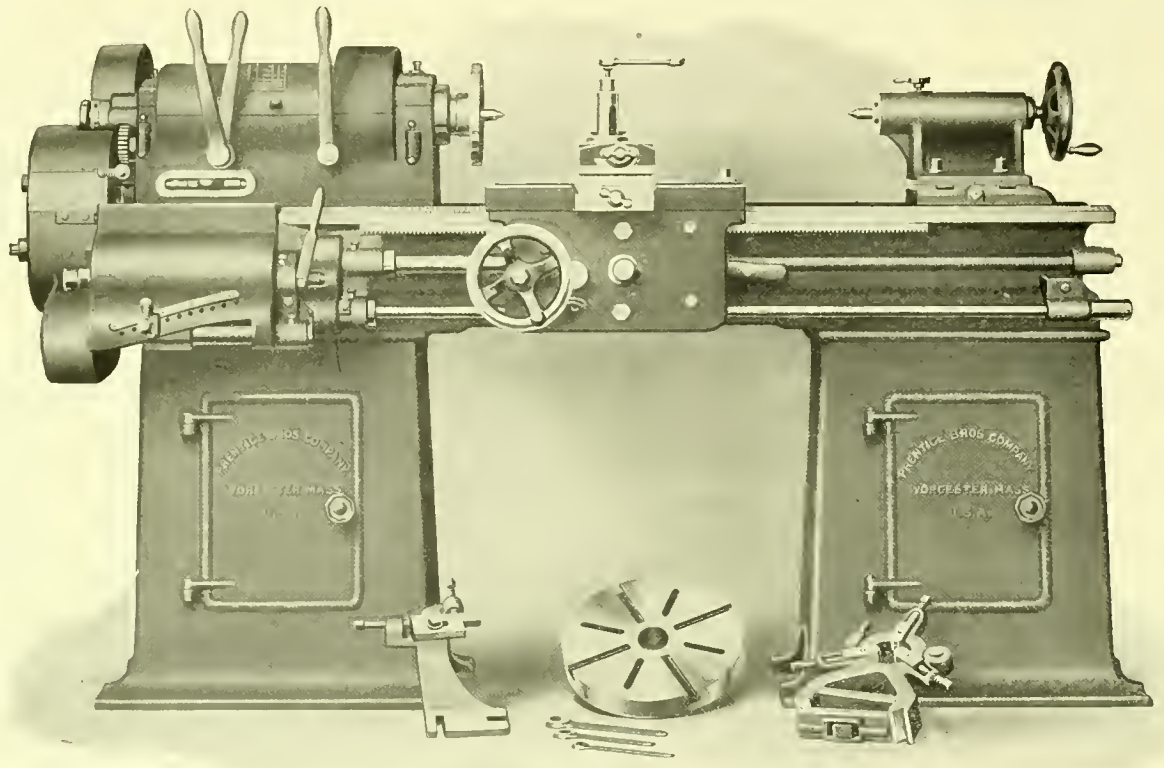

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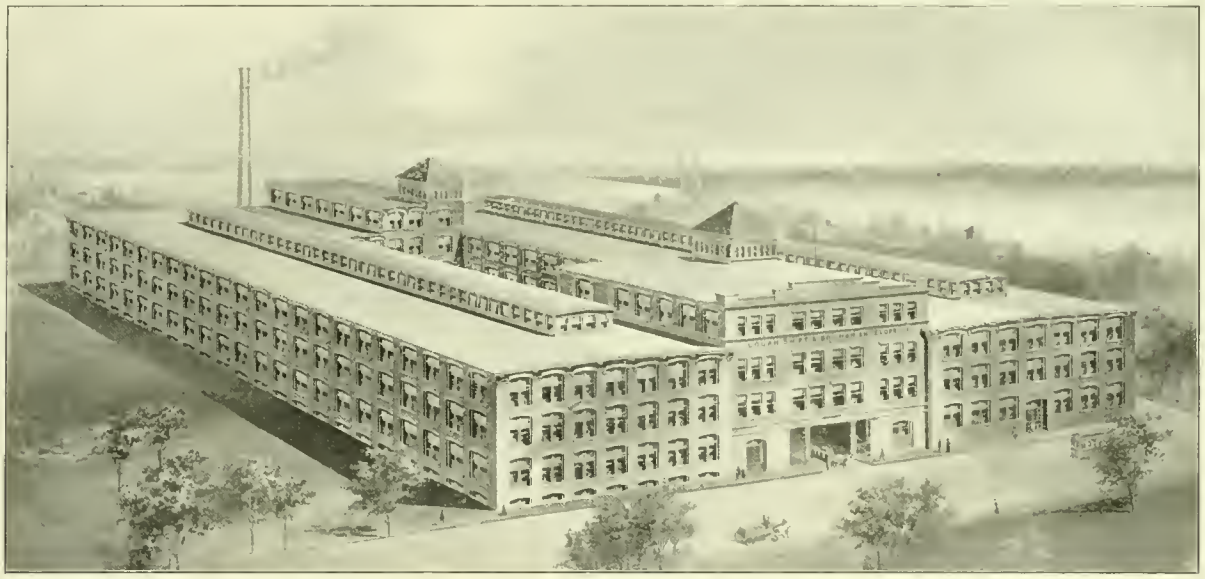

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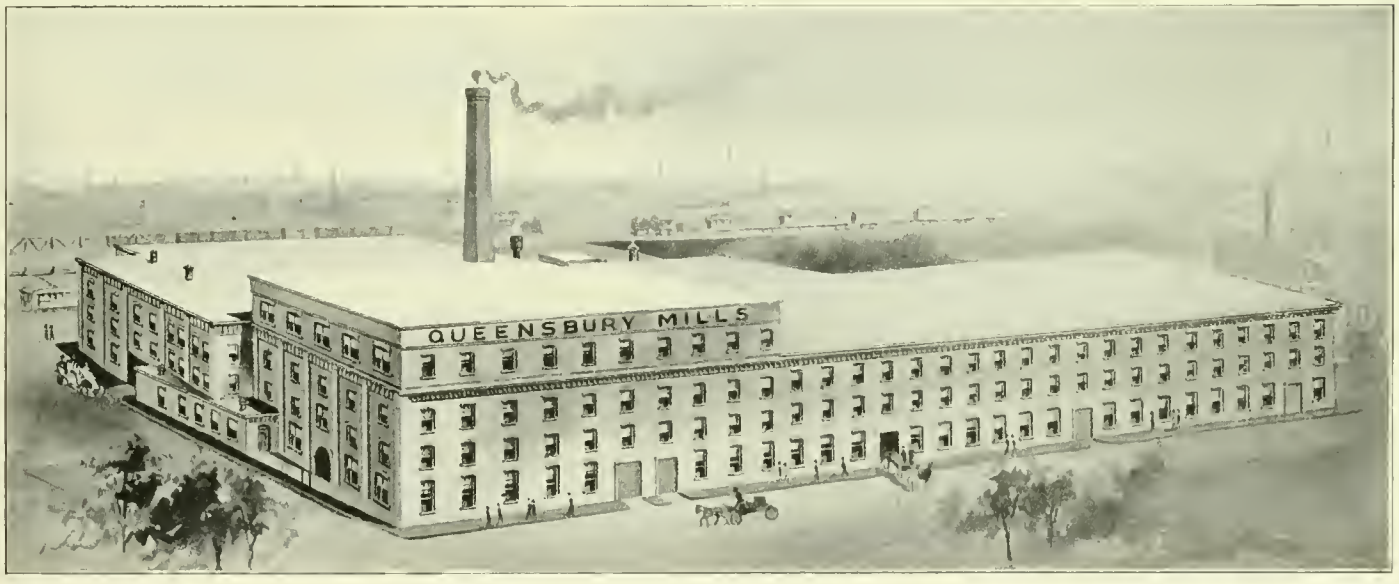

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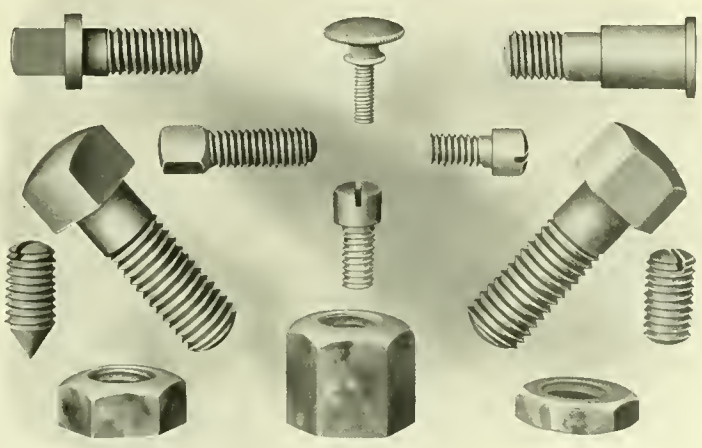

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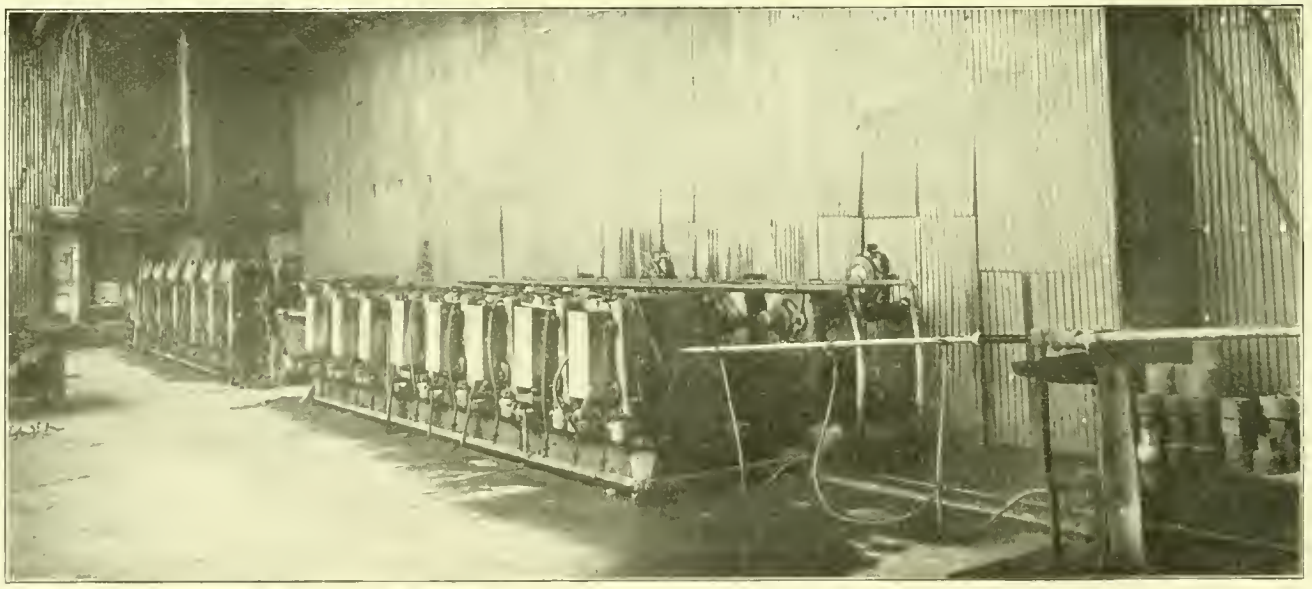

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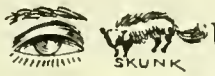

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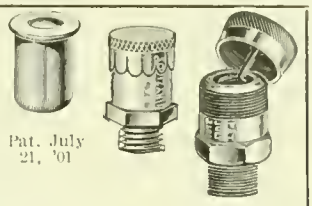

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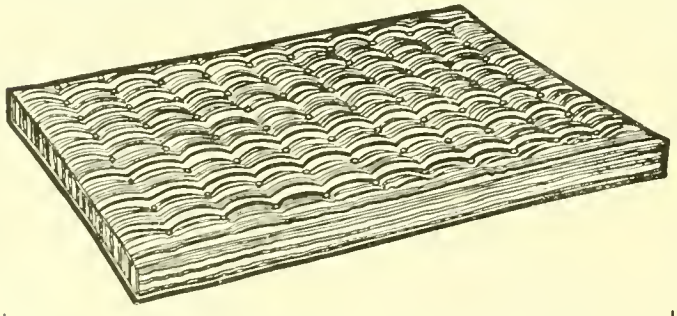

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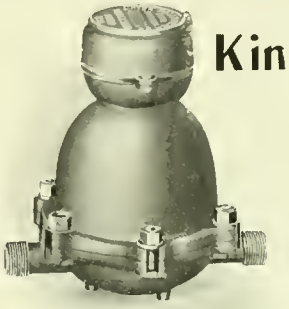

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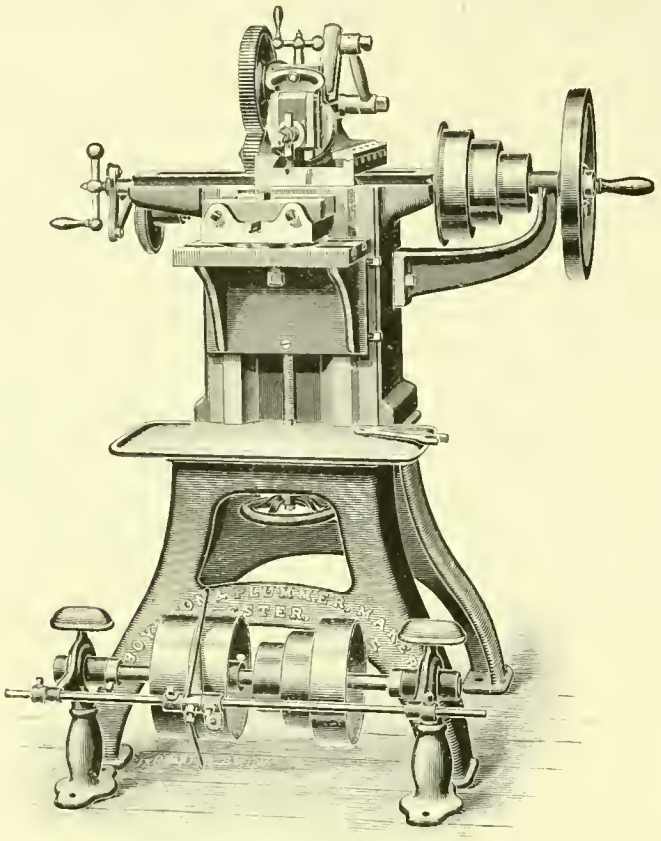

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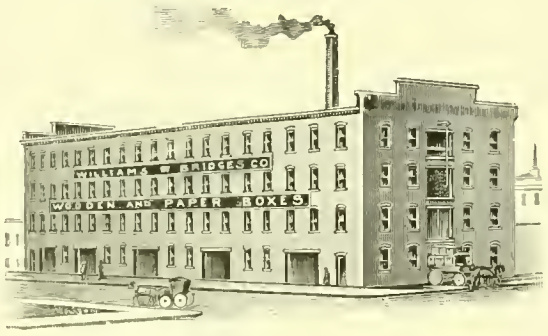

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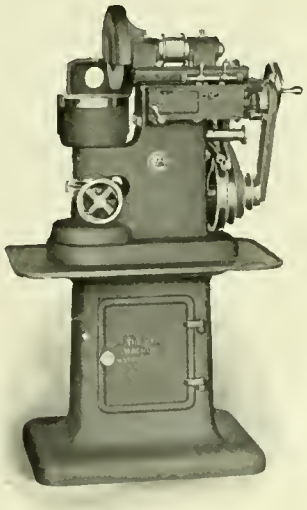

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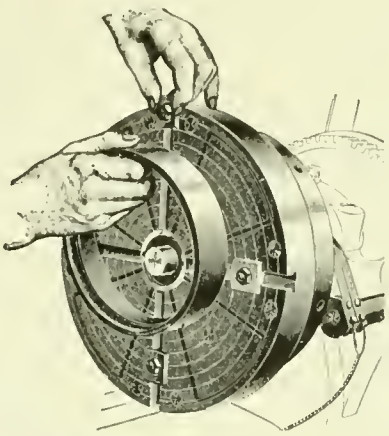

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Index to Advertisers

Allen-Higgins Wall Paper Co., wall paper,	vii
American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xix
Bay State Stamping Co.,	xxi
Beauregard, Julius, insurance,	x
Bemis, A. L., work benches,	xv
Brownell, George L., twisting and spinning machinery,	xx
Boston & Worcester Air Line,	xiv
Boston Pressed Metal Co., transom adjusters,	vi
Boynton & Plummer, shapers,	xxiv
Blake, Jr., & Co., George F., iron and steel, and supplies,	xxiii
Blanchard & Co., F. S., printers,	xviii
Burnham Bros., insurance,	xii
Carlton Engraving Co.,	xxvii
Carr Co., G. W., granolithic works,	xv
Central Supply Co., steam and gas supplies,	Inside front cover
Chandley Co., The, mattress, pillow and cushion manufacturers,	xxii
Chase Engineering Co.,	225
Coates Clipper Mfg. Co., flexible shafting,	viii
Commonwealth Press, printers,	xxv
Crawford & Co., woolen machinery and mill supplies,	xx

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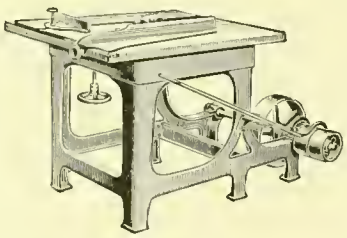

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Index to Advertisers—Continued.

Crompton & Knowles Loom Works, looms,	Inside back cover
Crowell, Tyler, McPherson & Estabrook, insurance,	x
Curtis, J. Harvey, insurance and bonds,	xii
Davis Press, printers,	xxii
Davis & Riggs, commercial photographers,	xv
Delle, B. E., mechanical engineer,	xxiii
Delta Electric Co., The, electricians,	xxv
Durable Rug Co., rugs from old carpets,	xxi
Eastern Bridge & Structural Co.,	xxvii
Economic Machine Co., bottle labeling machines,	xiii
Flexible Door & Shutter Co.,	xiv
Franklin Square Garage,	xxii
Gates, Charles L., insurance,	x
Grant, Chas E., insurance,	xi
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	ix
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Harrington, N. A., insurance,	xii
Harrington & Richardson Arms Co., firearms,	Inside front cover
Hill Dryer Co , clothes dryers, "Hustler" ash sifter,	vi
Heald Machine Co., The, machine tools, grinding machines,	xxv
Heywood Boot & Shoe Co., fine shoes,	iv
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Hudson Belting Co., leather belting,	xv
Jackson St. Foundry, iron castings,	xxviii
Kabley, Dame, Ayers & Scott, insurance,	xii
Keith, Henry B., insurance,	xi
Kidder, R. E., drawing tables,	xxviii
Leicester Polar Spring Co.,	xxi
Logan, Swift & Brigham, envelopes,	xvii
Lowell Textile School,	xxvi
Marble & Co., J. Russel, gasoline and automobile oils,	xxiv
Morgan Construction Co., rolling mill equipment,	xx
Massachusetts School of Engineering,	xxvi
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xx
Merchants & Farmers' Mutual Fire Insurance Co.,	xii
Multiple Woven Hose & Rubber Co., fire hose and belting,	Outside back cover
Murch & Hidden, Peerless and Cadillac automobiles,	xxii
Munroe & Ingraham, insurance,	ix
New England Mill Supply Co., oils, greases and mill supplies,	xxvi
Norcross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	221
Pond Machine & Foundry Co.,	xxi
Porter & Co., S., lasts,	xxv
Pratt & Inman, iron and steel,	xx
Pratt, Robert G., supplies for narrow fabric looms,	xxviii
Prentice Bros. Company, drilling machines, engine lathes,	xvi
Provident Life & Trust Co.,	xxvii
Queensbury Mills,	xvii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	xix
Ross Bros., hardware, seeds and agricultural implements, etc.,	xxv
Rourke, Daniel F., insurance,	225
Schervee & Bushong, commercial photographers,	xiii
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xix
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	224
Tatman & Park, insurance,	x
Thomas & Co., cabinet makers,	xiij
Torrey Razor Co., J. R., The,	xxi
Torrey Co., J. R.,	xxi
The Warren Hotel,	xxiv
Union Water Meter Co., water meters,	xxiii
Wadsworth-Howland & Co.,	xviii and 224
Walker & Co., O. S., chucks,	xxv
Warren, J. F. & W. H., leather belting and mill supplies,	xvi
Warren Leather Goods Co., suit cases, bags and supplies,	xxiii
Webb Pink Granite Co.,	ii
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxviii
White, A. Avery, insurance,	xi
Williams & Bridges, woolen and paper boxes,	xxiv
Winslow Skate Co., ice and roller skates,	xxiii
Wire Goods Co., The, everything in wire,	viii
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Machine Screw Co., set, cap and machine screws,	xvi
Worcester Mutual Fire Insurance Co.	225
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wilder, W. E., mechanical engineer,	xxiii
Wright Wire Co., wire and wire cloth, wire rope, etc.	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

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Worcester, Mass., U. S. A.

New York Niagara Falls Chicago

Buy Fire Hose On Its Merits

THE BEST IS NONE TOO GOOD FOR YOUR DEPARTMENT

This cut shows how "BI-MOORE" HOSE is constructed. The jackets are of strictly long staple cotton, woven double-ply in a single operation. By a special process bursting yarns are inserted at intervals during the weaving, and the product is a

Multiple Woven Hose, combining Lightness, Strength and Flexibility

All our linings are four calendered and made of the best materials that money can buy. Every finish is guaranteed to be strictly high-grade, both in composition and workmanship.

If you are using **"BI-MOORE" HOSE** you have
THE BEST HOSE THE MARKET AFFORDS

It is in service in the fire departments of

NEW YORK CHICAGO MILWAUKEE WORCESTER

and numerous other cities

BUY IT ONCE AND YOU WILL SURELY BUY MORE OF IT

Send for sample and be convinced that

For Lightness, Strength, Flexibility and Good Rubber Linings

"BI-MOORE" HOSE HAS NO EQUAL

The Multiple Woven Hose & Rubber Co.

MANUFACTURERS

Worcester, Massachusetts

THE GRATON & KNIGHT MFG. CO.

WORCESTER, MASS. U.S.A.

1851 G&K TRADE MARK

LEATHER BELTING

ESTABLISHED IN 1851—That shows how much experience we put into our product.

TANNERS SINCE 1867—That is why we know how to tan the hides so that they will make belting leather of the highest quality.

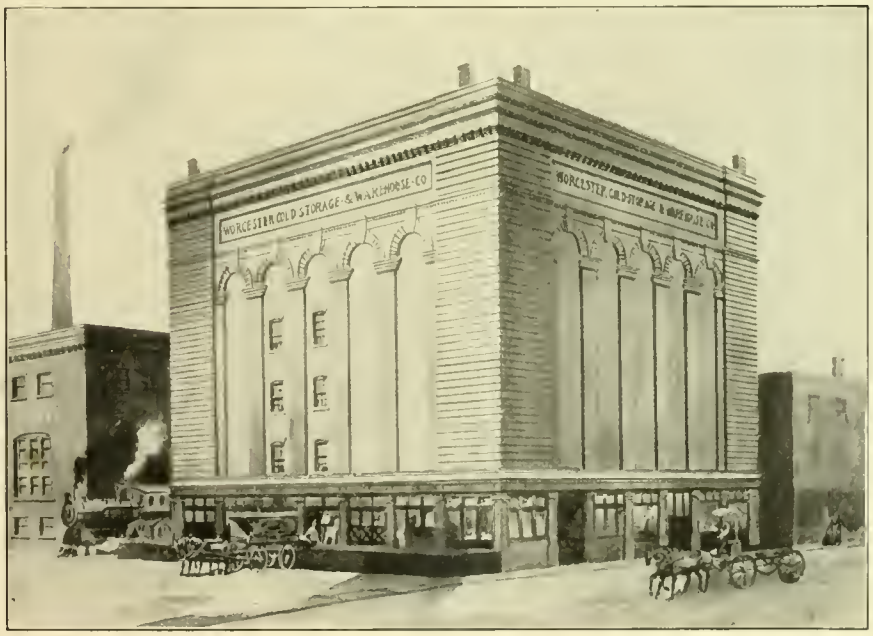
CAPITAL PAID IN, $1,500,000—That is why we have been able to make of our plant—which covers nearly eight acres of floor space—the largest and best equipped plant in the world for tanning and currying hides and manufacturing same into leather belting.

ORIGINALITY—We are the originators and pioneer manufacturers of waterproof leather belting—"six years on the market" is the enviable record of our Neptune Waterproof Leather Belting.

Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

Made in Worcester

Cold Storage and Artificial Ice



Our new buildings of modern construction with latest improvements and direct railroad connections offer the best facilities for COLD STORAGE of EGGS, BUTTER, POULTRY, FRUIT, etc. We have a room specially fitted for cold storage of FURS, RUGS and GARMENTS, also GENERAL STORAGE for all kinds of merchandise.

The best service and favorable terms.

Makers and sellers of the PURE ARTIFICIAL ICE.

Worcester Cold Storage & Warehouse Co.

24 Bloomingdale Road

Made in Worcester

INCORPORATED 1868

WORCESTER TRUST COMPANY

Capital, Surplus and Profits $1,300,000
Total Resources $10,000,000

IN ADDITION TO A GENERAL BANKING BUSINESS

ACTS AS

EXECUTOR, ADMINISTRATOR, GUARDIAN, TRUSTEE

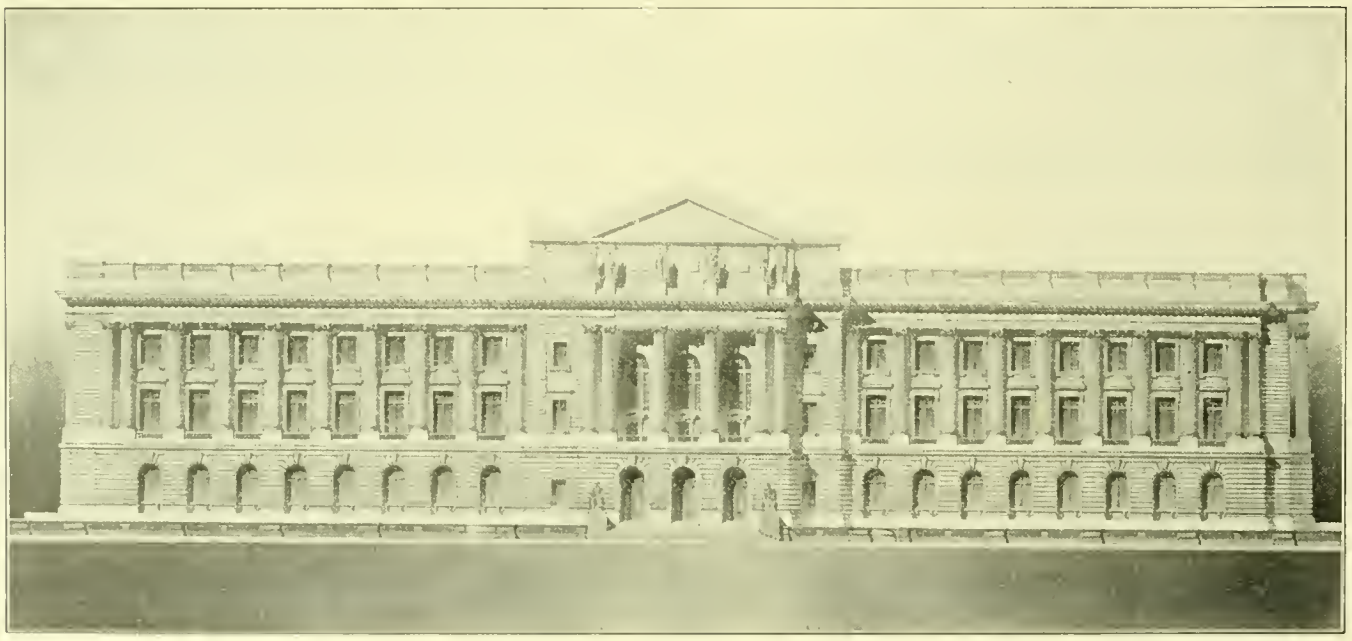
FINANCIAL AGENT FOR INDIVIDUALS AND CORPORATIONS

Depository Under Plans of Reorganization, Trustee of Corporation Mortgages, Registrar and Transfer Agent

ISSUES

LETTERS OF CREDIT AND FOREIGN EXCHANGE

ACCOUNTS SOLICITED



CUYAHOGA COUNTY COURT HOUSE, CLEVELAND, OHIO

Entire structure of

MILFORD, MASS., PINK GRANITE

furnished by

WEBB PINK GRANITE COMPANY

Quarries at MILFORD, MASS. **Offices at WORCESTER, MASS.**

SAFE DEPOSIT VAULTS
WOMEN'S DEPARTMENT
Resources over $4,000,000

Worcester National Bank

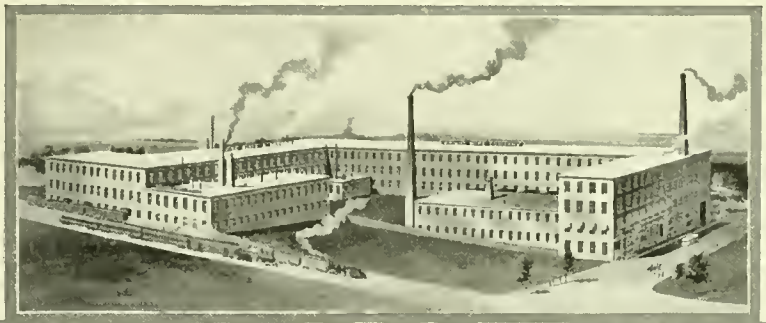
FOUNDED 1804

AN OLD INSTITUTION
WITH MODERN
BANKING FACILITIES

JAMES P. HAMILTON, *President* S. D. SPURR, *Cashier* F. M. HEDDEN, *Assistant Cashier*

WIRE
WIRE CLOTH

Wire Clothes Lines
Picture Cord
Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES



POULTRY NETTING
Wire Rope Staples
Flower Bed Guard
and Trellis
Wire Fencing
Elevator Cabs and
Enclosures

Wright Wire Company

FACTORIES
WORCESTER and PALMER, MASS.
Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO

Made in Worcester

Heywood Boot & Shoe Co.

Manufacturers

HIGH GRADE SHOES FOR MEN

FACTORY, 70 WINTER STREET

Worcester, Massachusetts, U. S. A.

Retail Store, 415 Main Street

Made in Worcester

Worcester Consolidated Street Railway Company

THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incorporated 1844)

Assets, January 1, 1908,	$29,845,723.08
Liabilities, January 1, 1908,	$28,286,361.96
Surplus, January 1, 1908,	$1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

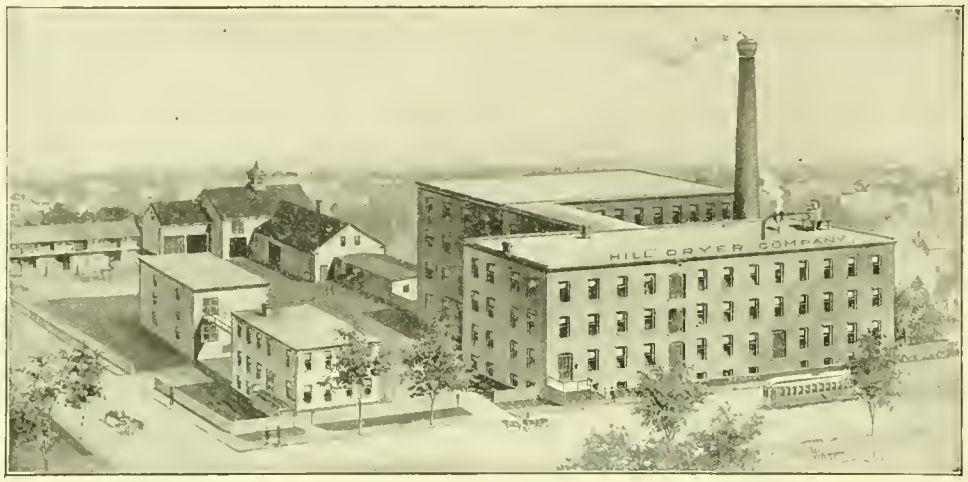
International Bureau of American Republics, Washington, D. C.
Albert Kelsey and Paul P. Cret, Architects. The Norcross Brothers Co., Builders
Entire exterior of Georgia Marble, from the quarries of the
SOUTHERN MARBLE COMPANY

THE NORCROSS BROTHERS COMPANY

General Contractors and Builders
Worcester, Massachusetts

160 Fifth Avenue, NEW YORK
Tremont Building, BOSTON
Colorado Building, WASHINGTON
Industrial Building, PROVIDENCE

We are the Largest Manufacturers of Clothes Dryers in the World



HILL DRYER CO., 340 to 350 Park Avenue, Worcester, Mass.

Dryers made to swing to balcony or fire escape and for use on roof and lawn.

Also Makers of the

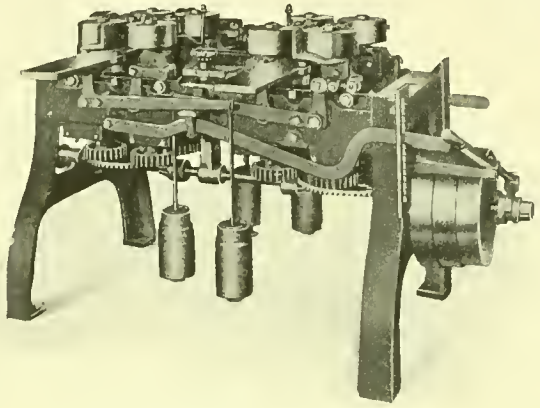
"Hustler" Ash Sifter

Made in Worcester

Hill Dryer Company
340-350 Park Ave.
Worcester, Mass.

New York Office, 1133 Broadway

SHIPPING CASES AND BOXES



Power Feed Box Board Matcher

Everything needful for making
Wooden Boxes and Cases
Planing Machines
Sawing Machines
Fitting Machines
Trimming Machines
Matching Machines

HOBBS MANUFACTURING CO.

Made in Worcester — 26 SALISBURY STREET, WORCESTER, MASS.

Standard Foundry Company

IRON FOUNDERS

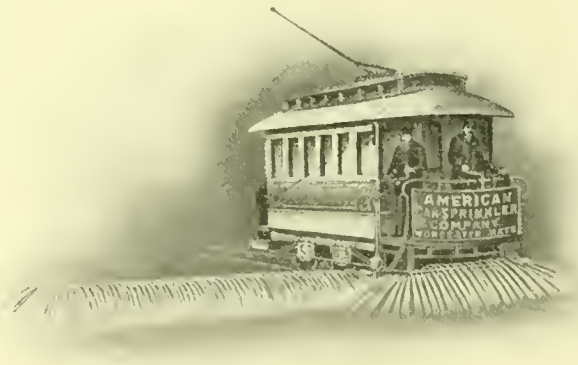
Special attention given to the Manufacture of High Grade

Machinery Castings

Tainter and Gardner Streets
Worcester, Mass.

Made in Worcester

TO LAY THE DUST



AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

SHERMAN ENVELOPE CO.

Worcester, Mass., U. S. A.

Manufacturers of

All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver

The Sherman STAMP SAVER for mailing second class matter

The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester

BOSTON PRESSED METAL CO.

SHEET METAL PRODUCTS OF ALL DESCRIPTIONS. ELECTRO-GALVANIZING, PLATING, BLUING

CASE-HARDENING

ANNEALING

171-173 Union St., Worcester, Mass.

Made in Worcester

SCHERVEE & BUSHONG

THE BEST IN EVERYTHING PHOTOGRAPHIC

328 MAIN ST., WORCESTER, MASS.

Commercial Photography

The important relation of Photography to industrial and commercial enterprises is keenly realized by business men.

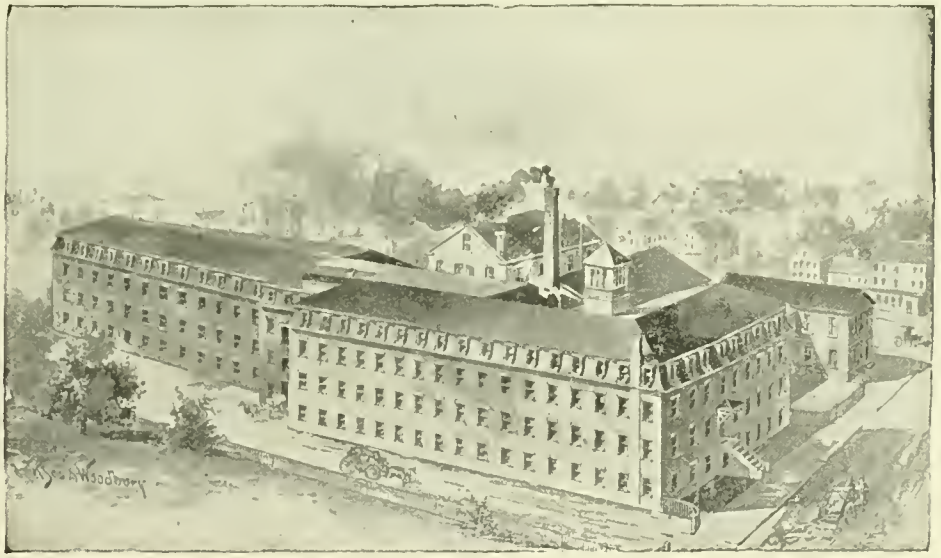
So important are the manufacturing interests of this city that we have, with much careful thought and expense, equipped a special department for the prompt execution of **Commercial Photography.**

Mr. M. N. Conger, formerly with the Woodbury-Carlton Co., has associated himself with us and has charge of this important department. He has made Commercial Photography a specialty and is very successful in securing the most effective views of manufacturing plants, machinery and products. In conjunction with the unequalled photographic facilities of the Schervee & Bushong establishment, you will appreciate the superior service we are able to give you.

Our first-class equipment insures promptness, which will be appreciated by business men who must have their work on time.

Schervee & Bushong

328 Main Street, Worcester, Mass.



Hammond Reed Company

Manufacturers of

Organ Reeds,
Reed Boards
and other
Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester

Be the
ENVY of
Your
Neighbor

He will think you stay up nights to polish your brass

THE COATES FRICTION DRIVEN AUTO BUFFING OUTFIT

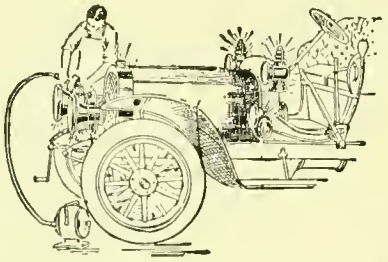
is driven by the rear right-hand wheel. The roller is held by a patented clamp-device, and the jack that lifts the wheel rests in the clamp, making the device very rigid. Each outfit is furnished with Buffs, Tripoli, Clamp with Roller Flexible Shaft and Rod Extensions.

Send for Catalogue
22

Coates Clipper
Mfg. Co.

Worcester, Mass.

Made in Worcester



Woodbury Carlton Co.
ARTISTS ENGRAVERS
ART PRINTERS
No. Four Walnut St. WORCESTER MASS.

ORIGINAL DESIGNS
BIRDS-EYE VIEWS
HALFTONE ENGRAVINGS
COMMERCIAL PHOTOGRAPHY
We Photograph
Machinery, Views, and Manufactured Products
PHOTOGRAPHIC ENLARGEMENTS
ANY SIZE
ART PRINTING
BY OUR NEW
LUXOGRAVURE PROCESS
BUSINESS ANNOUNCEMENTS, CATALOGUES
CARDS, WEDDING INVITATIONS, MENUS
A MOST COMPLETE ENGRAVING AND ILLUSTRATING PLANT

START A BANK ACCOUNT

and you establish an asset that time or conditions cannot depreciate in the

People's Savings Bank

452 Main St., Worcester, Mass.

Interest Days

February, May, August and November 1st

Deposits and withdrawals may be made by mail

OPEN FOR DEPOSIT

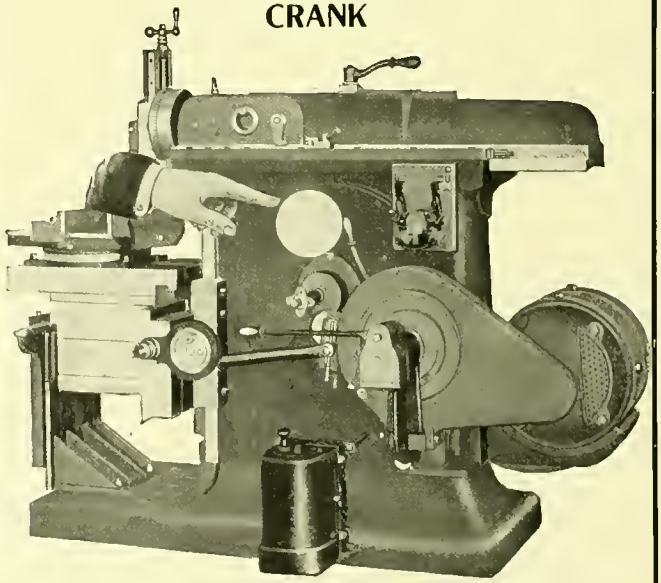
Saturday Evening, 6 to 8 p. m.

SAMUEL R. HEYWOOD, President
CHARLES M. BENT, Treasurer

THE VITAL SPOT

in Shaper construction is the

CRANK



Its construction determines the speed and the power of the cutting tool

STOCKBRIDGE SHAPERS

give satisfaction—the crank is made right.
Ask for circular illustrating our patented two-piece crank motion.

STOCKBRIDGE MACHINE COMPANY

WORCESTER, MASS., U. S. A.

Made in Worcester

Responsible Fire Insurance

Is an important factor in establishing the credit of the manufacturer and merchant.

When all your money is invested in your business, large or small, INSURANCE is the main reliance to start that business again after the fire.

Do not make the mistake of thinking that all fire insurance companies are equally strong in these times of conflagrations.

For sixty-five years we have insured the largest manufacturing properties in the county, and have paid through our office more than TWO MILLION DOLLARS in losses.

Consider the value to you of policies in the largest and best companies doing business in America backed by our sixty-five years of successful representation of them.

Greene & Bates

405 Main Street Worcester

Established 1843

THE PROVIDENT LIFE AND TRUST CO.

OF PHILADELPHIA

A conservative, safe and reliable company with a record of continuous good management.

Policies simple, direct and liberal at lowest premium rates.

CENTRAL MASSACHUSETTS GENERAL AGENCY

ROOMS 420, 421, 422 SLATER BUILDING, WORCESTER

LESTER V. BAILEY, General Agent

10-12-'08

Those Broken Windows

should be replaced before winter's blasts come.

Our line of glass is most complete for fall use.

Also all kinds of blind trimmings.

Wadsworth, Howland & Co.
(Incorporated)

24 Southbridge Street

Worcester, Mass.

Paint and varnish makers
Factories, Malden, Mass.

Warren Leather Goods Co.,
Worcester, Mass.

Manufacturers of

SUIT CASES
BAGS
SAMPLE CASES

AND

SPECIAL WORK
IN LEATHER
AND CANVAS

---

80 AUSTIN STREET.

Made in Worcester

If you like the Magazine, tell others

If not, tell us

■

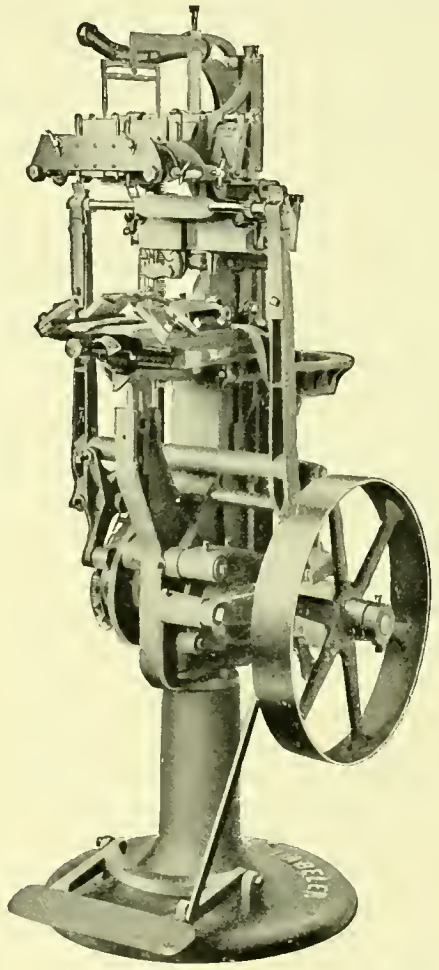
Improvement is the order of the day

Made in Worcester

Slow and Expensive Hand Labeling

is fast becoming a thing of the past wherever bottling is done, because more labeling, neater labeling and cheaper labeling result from the use of our

WORLD LABELER



This machine automatically labels glass jars and bottles of all sizes and shapes, with any shaped label desired, and is the *only* machine capable of placing *Two or More labels* on the same package *At One Operation.*

One owner says his World Labeler labels 16,000 bottles a day, with a body and a neck label; and another that his does the work formerly done by four men.

ECONOMIC MACHINERY COMPANY
72 School St. WORCESTER, MASS.

"An Organization Particularly Well-Equipped to Execute Contracts Requiring a Superior Knowledge of the Uses of Portland Cement"

AQUEDUCTS BRIDGES DAMS FOUNDATIONS RETAINING WALLS	GRANOLITHIC TAR CONCRETE AND ASPHALT FLOORS AND PAVING	RELIABLE ROOFING AND WATER- PROOFING

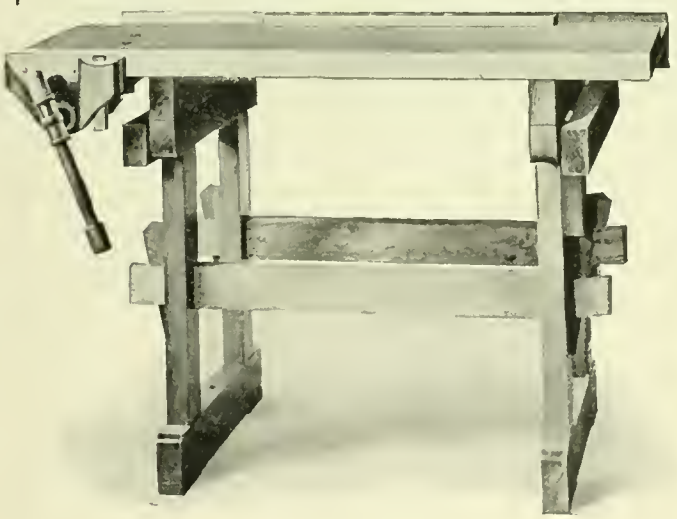
THE GEORGE W. CARR COMPANY

(H. C. WILSON)

518 Main Street — Worcester, Mass.

Make up Your Mind to Join The Board of Trade

BEMIS STANDARD BENCH



STILL AT THE FRONT

The highest grade of material and expert workmanship has made the Bemis bench the standard of all other manufacturers and has kept my factory running at full capacity.

Notice the vise on this bench. It is simple, quick and durable. It has iron working parts and wood protected jaws. Cannot get out of order.

I manufacture benches, drawing tables and all fittings for Manual Training and Domestic Science Schools. Send me your drawings of special designs. I will be pleased to make estimates. WRITE FOR CATALOG.

BUY OF THE MANUFACTURER

A. L. BEMIS

3 Cypress Street — Worcester, Mass.

Made in Worcester

HUDSON BELTING CO.

WORCESTER, MASS.

Manufacturers of

LEATHER BELTING

Pure Oak Bark tanned, best quality.

Dynamo, waterproof and any special belts made to order.

Harness Leather — Mill Strapping — Rubber Belting
Canvas Belting — Belt Lacing — Belt Hooks
Wood Split Pulleys

Office and Factory, 1-3 Eaton Place.

Made in Worcester

They All Come to Us

FOR

Commercial Photography
Landscape, Interior and Flashlight Work

DEVELOPING FOR AMATEURS

DAVIS & RIGGS

406 MAIN STREET

Worcester

THE J. F. & W. H. WARREN COMPANY

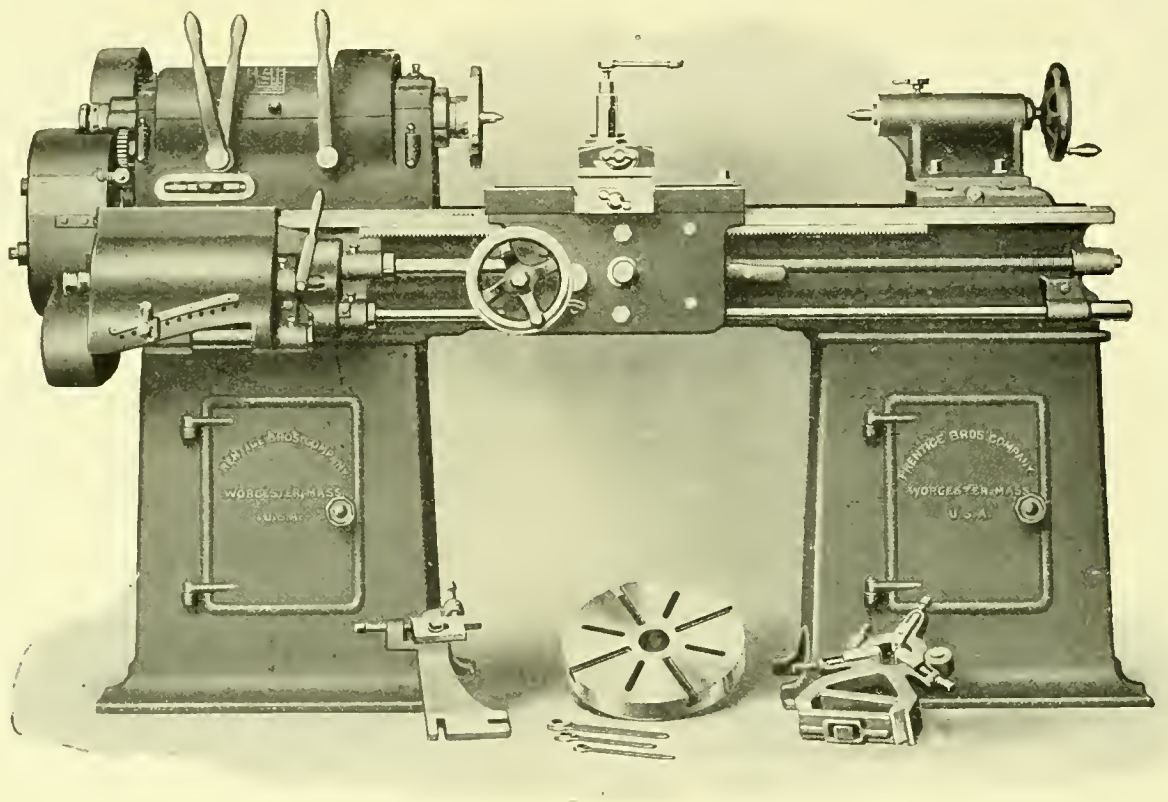
WORCESTER, MASS.

Makers of **OIL PROOF** Leather Belting

Unexcelled for SCREW MACHINERY or any machine where oil comes in contact with the belt.

WILL NOT ROT FROM EXCESS OF OIL

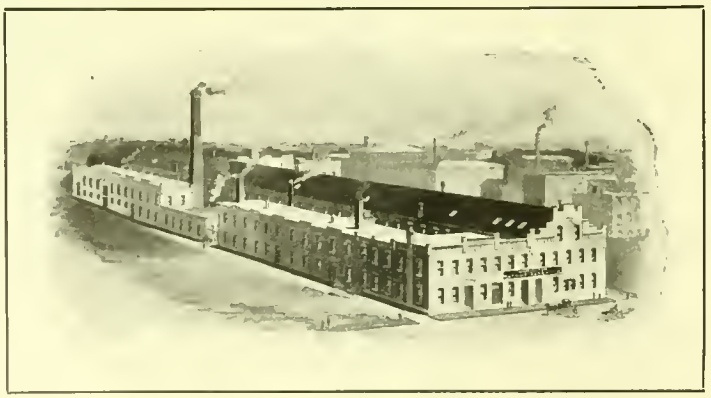
Made in Worcester



PRENTICE BROTHERS CO., WORCESTER, MASS.

Made in Worcester

Upright and Radial Drilling Machines and Engine Lathes



Worcester Machine Screw Co.

Branch of the

Standard Screw Company

Makers of

Set Screws, Cap Screws, Machine Screws, Taper Pins, Milled Studs, Special Parts

Beacon and Jackson Streets

Worcester, Massachusetts

Made in Worcester

BENNETT

SKUNK UM UN D PL S

No More Cuss Words in the Dark

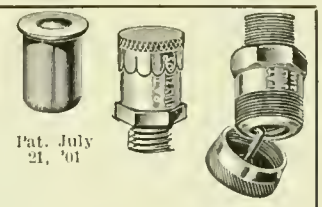
If you can get your hand on it you can put the oil in

European Agents, CHARLES CHURCHILL & CO., LONDON, ENGLAND

Send for Samples

Bay State Stamping Co., Worcester, Mass.

Made in Worcester



Pat. July 21, '01

Bennett Handy Oilers

WM. TURNER, President J. R. TORREY, Treasurer

THE J. R. TORREY RAZOR CO.

Manufacturers of

RAZORS

WORCESTER, MASS., U. S. A.

Made in Worcester

J. R. TORREY & CO.

Makers of

RAZOR STROPS

WORCESTER, MASS., U. S. A.

Made in Worcester

L. W. Pond Machine & Foundry Company

Manufacturers of High Grade Grey Iron Castings, up to 15 tons. Capacity 20 tons a day.

Gold and Assonet Streets, Worcester, Mass.

Made in Worcester

Old Carpets made into Durable Rugs

Can be woven any size without a seam from that shabby, worn-out carpet that is stored away accumulating dust and germs through the house. OLD CARPETS cleaned and RUGS delivered free of charge.

Write, or call at

66 School Street

DURABLE RUG CO.

Made in Worcester

Absolutely Pure

Sparkling Polar Water and White Seal Ginger Ale

BOTTLED AT THE SPRING

Full line of

Carbonated Beverages

Pure Syrups and Saratoga Natural Gas

Leicester Polar Spring Co.

28 Myrtle St. Telephone

C. H. CLARENDEN, Mgr.

Polar Spring Water on Draught at Board of Trade Rooms

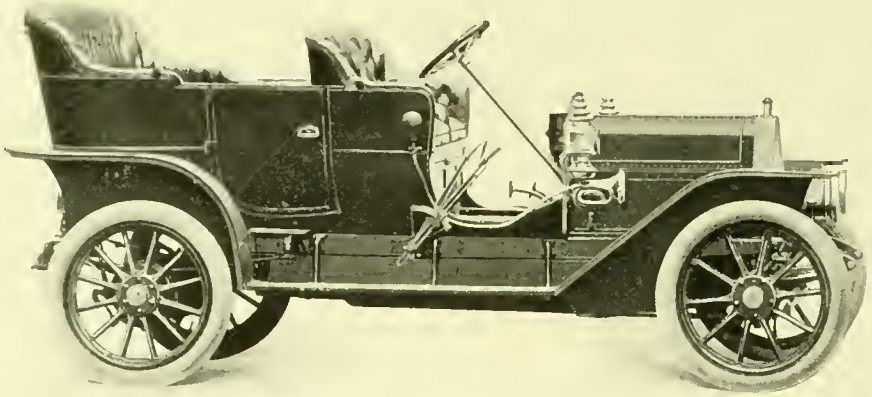
Made in Worcester

Here's the Car the World Has Waited for

THE NEW $1400 CADILLAC

Specifications:

Four cylinders
30 horse-power
Selective type transmission
Shaft drive
32″ wheels
106″ wheel base
Platform rear springs



This is not a first year car, but the Model G car (improved) that has sold the past two years for $2000

MURCH & HIDDEN
Peerless and Cadillac

31 Central Street **Worcester**

FRANKLIN SQUARE GARAGE

¶ The best equipped garage in Central Massachusetts. *Storage*, *renting*, *repairing*, *vulcanizing*. We carry a complete line of automobile supplies

ALLEN COURT
At Franklin Square

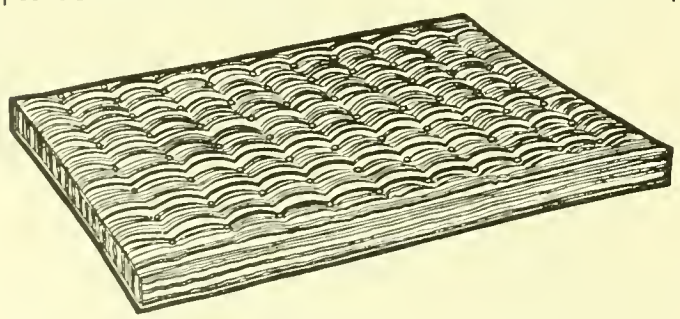
WORCESTER MASSACHUSETTS

1-3 of Your Life is Spent in Bed

THE REPOSE

Is the cleanest, healthiest, most sanitary, most comfortable, most economical **Mattress** for you to spend it on.

ABSOLUTELY GERM AND MOISTURE PROOF



THE CHANDLEY COMPANY
Manufacturers of MATTRESSES, PILLOWS and CUSHIONS
Made in Worcester Worcester

CABINET WORK

OF QUALITY

We are Manufacturers of

Church Pews, Altars, Sanctuary Rails, Pulpits, Vestment Cases, Confessionals, Cabinet Work and Furniture, Store and Bank Fixtures.

THOMAS & CO.
A. E. DICK, Prop.
112 Exchange Street, Worcester, Mass.

REED & PRINCE MFG. COMPANY

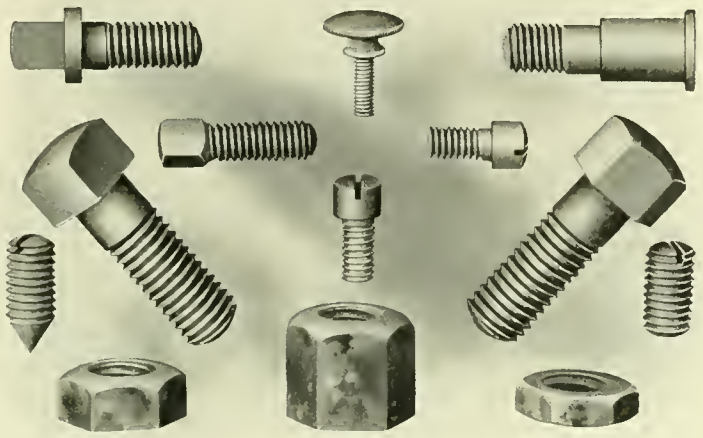
MANUFACTURERS OF

WOOD SCREWS, MACHINE SCREWS, STOVE BOLTS, TIRE BOLTS,
RIVETS AND BURRS, TAPS AND DIES

5 1-2 Acres, Floor Area
OFFICE AND WORKS

WORCESTER, MASS., U. S. A.

Made in Worcester



OUR NUTS ARE OF BEST QUALITY AND FINISH

Made in Worcester

Anthony Screw Co.

Specialties Manufactured

Send samples, specifications or drawings for estimates

Finished, Case-Hardened
and Semi-Finished
HEXAGON NUTS

Iron and Steel
Milled Machine Screws

Screw Machine Products

330 CHANDLER ST., WORCESTER, MASS.

SPENCER WIRE COMPANY

ESTABLISHED 1828

MANUFACTURERS OF EXTRA FINE AND SPECIAL WIRES
OF EVERY DESCRIPTION.

MILLS IN WORCESTER AND SPENCER, MASS.

AGENCIES IN NEW YORK, BOSTON, PHILADELPHIA, CHICAGO, ST. LOUIS AND TORONTO.

WORCESTER, MASSACHUSETTS, U. S. A.

Made in Worcester

ESTABLISHED 1829.

PRATT & INMAN

WORCESTER, MASS.

OUR STOCK COMPRISES THE LARGEST ASSORTMENT OF SIZES AND QUALITIES OF STEEL CARRIED BY ANY ONE IN THE UNITED STATES.

SPECIALTIES:

BEST MACHINERY STEEL, LEAD SCREW STEEL

VIKING CRUCIBLE STEEL.

Made in Worcester

G. L. Brownell,

Builder of

IMPROVED TWISTING AND SPINNING MACHINERY

For making Hard or Soft Twines, Lines, and Cordage. Wet or Dry Twist, from Cotton, Linen, Hemp, Manila, Sisal, Paper, Silk, Jute, Hair, Wool, etc.

Nos. 49 and 51 Union Street,

Worcester Massachusetts

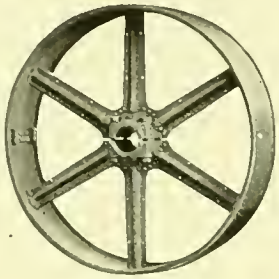
Please address Station A.

Made in Worcester

W. H. Crawford J. T. Brierly

CRAWFORD & CO.

Established 1847



New and Second Hand

Woolen Machinery

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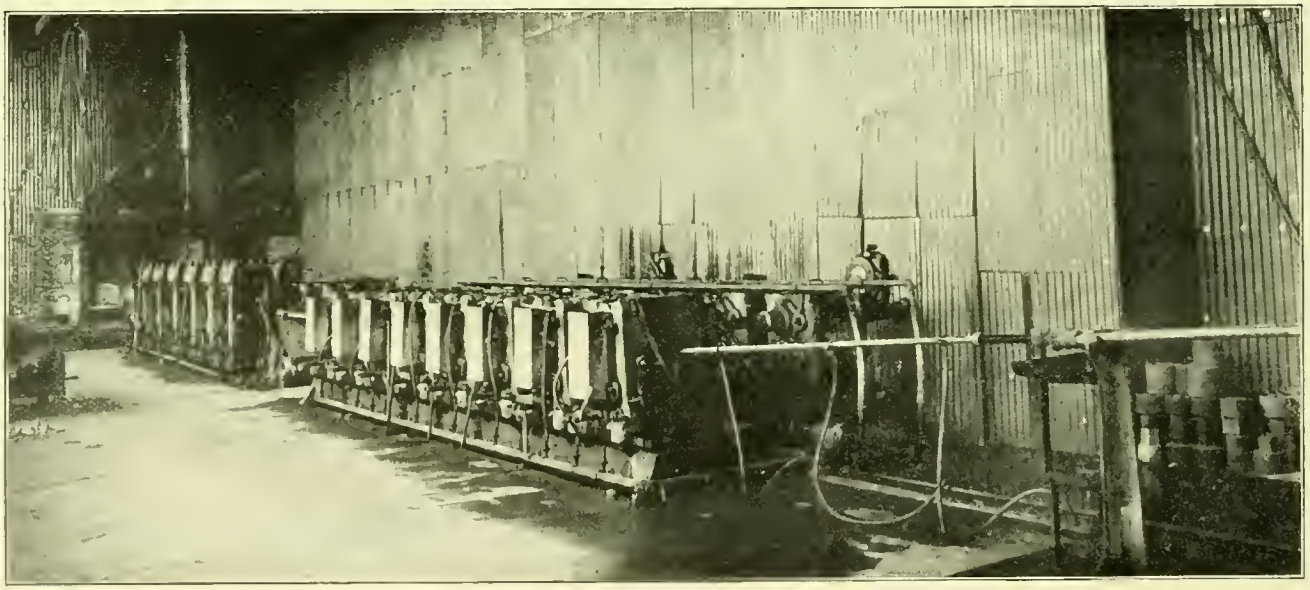

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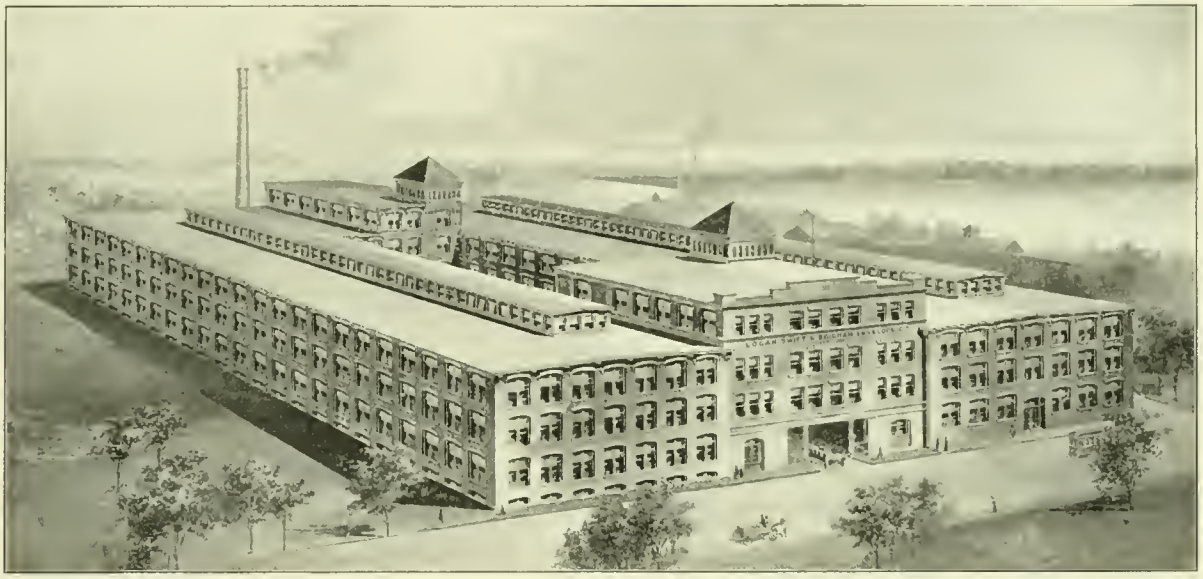

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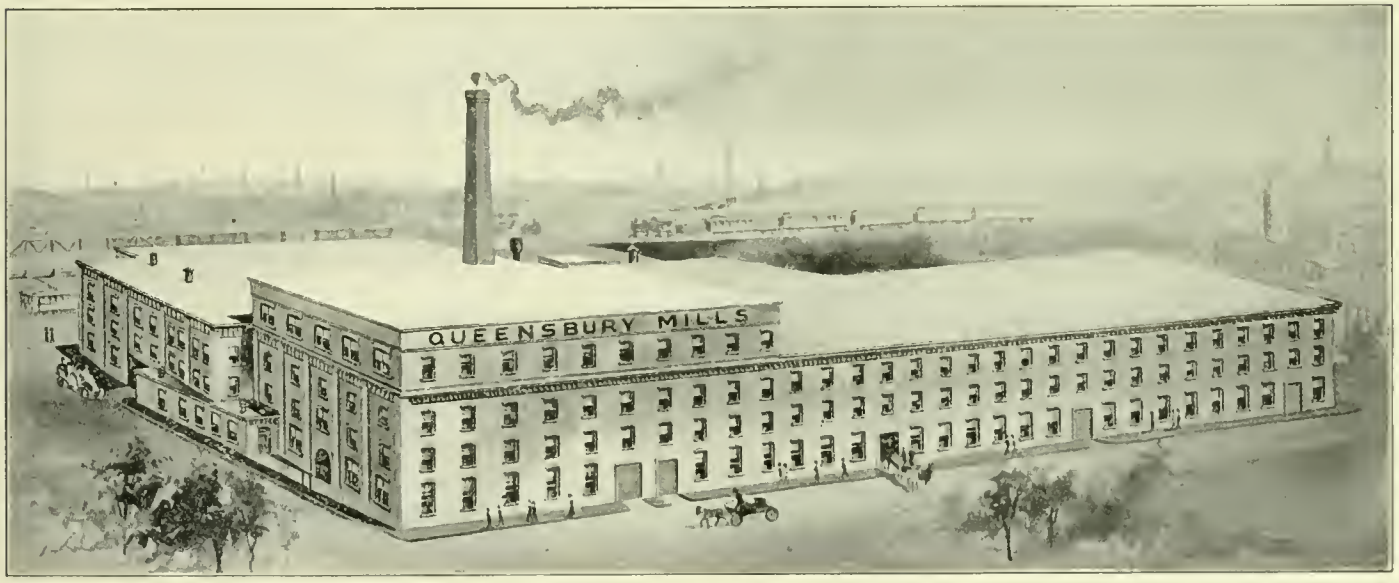

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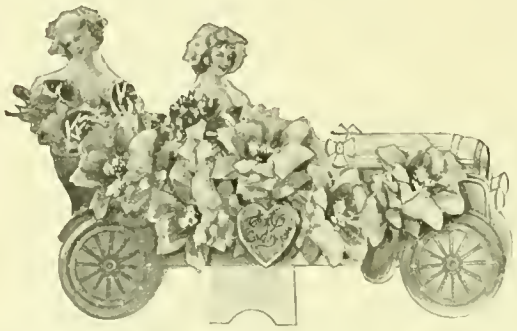

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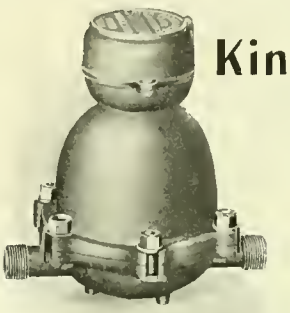

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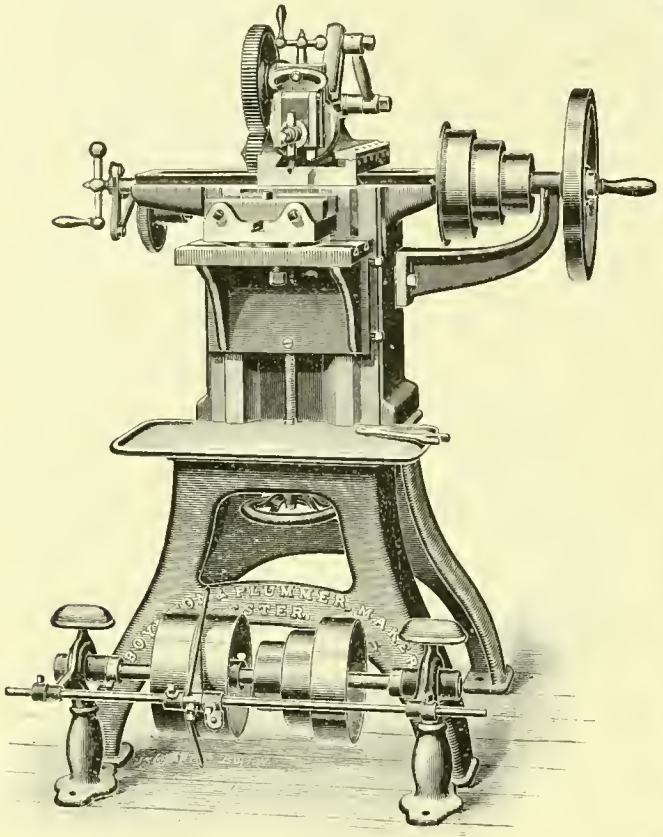

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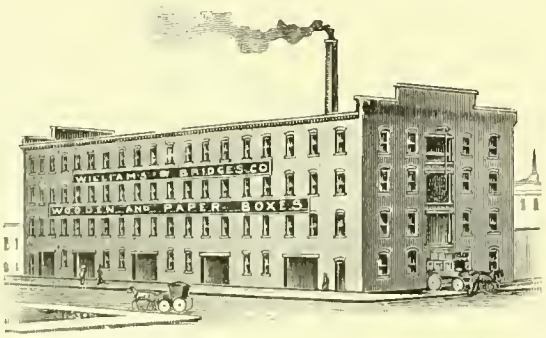

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Is a special machine for finishing

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It is fitted with

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and the turn of a button holds the work accurate and instantly.

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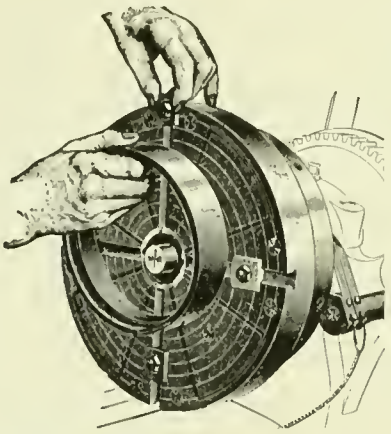

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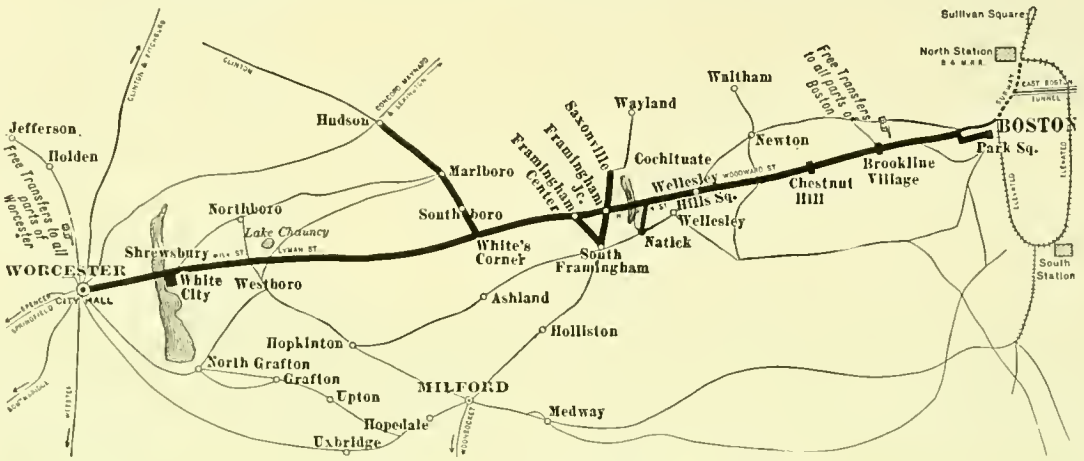

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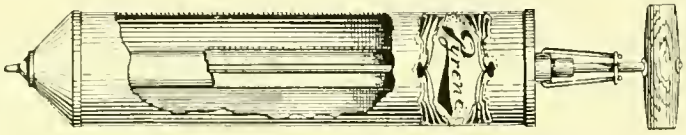

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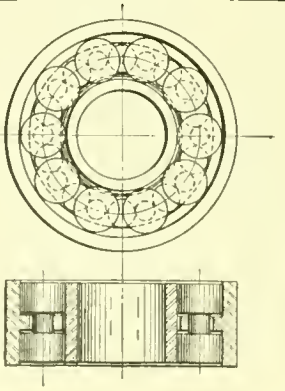

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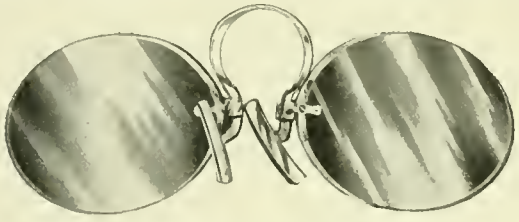

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Manufacturing Opticians
376 MAIN STREET

Made in Worcester

Index to Advertisers

American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xvi
Bay State Stamping Co.,	xiv
Bemis, A. L., work benches,	xii
Brownell, George L., twisting and spinning machinery,	xvii
Boston & Worcester Air Line,	xxiii
Boston Pressed Metal Co., transom adjusters,	vi
Boynton & Plummer, shapers,	xxi
Blake, Jr., & Co., George F., iron and steel, and supplies,	xx
Blanchard & Co., F. S., printers,	xix
Carlton Engraving Co.,	xxiv
Carr Co., G. W., granolithic works,	xii
Central Supply Co., steam and gas supplies,	Inside front cover
Chandley Co , The, mattress, pillow and cushion manufacturers,	xv
Chase Engineering Co.,	xix
Coates Clipper Mfg. Co., flexible shafting,	viii
Commonwealth Press, printers,	xxii
Coleman & Sons, Walter, wood and steel tackle blocks,	xxiii
Coleman, E. J. F., Kempter roller bearings,	xxiii
Crawford & Co., woolen machinery and mill supplies,	xvii
Crompton & Knowles Loom Works, looms,	Inside back cover

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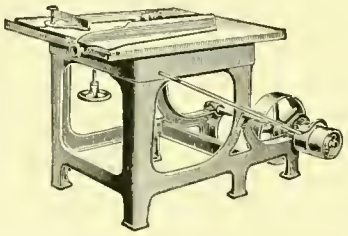

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Light and Heavy
IRON CASTINGS

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Index to Advertisers—Continued.

Davis & Riggs, commercial photographers,	xii
Delta Electric Co., The, electricians,	xxii
Durable Rug Co., rugs from old carpets,	xiv
Eastern Bridge & Structural Co.,	xxiv
Economic Machine Co., bottle labeling machines,	xi
Franklin Square Garage,	xv
Freeman & Co., J. C., kryptoks,	xxiv
Grafon & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	x
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Harrington & Richardson Arms Co., firearms,	Inside front cover
Heald Machine Co., The, machine tools, grinding machines,	xxii
Heywood Boot & Shoe Co., fine shoes,	iv
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Hudson Belting Co., leather belting,	xii
Jackson St. Foundry, iron castings,	xxv
Kidder, R. E., drawing tables,	xxv
Leicester Polar Spring Co.,	xiv
Logan, Swift & Brigham, envelopes,	xviii
Lowell Textile School,	x
Marble & Co., J. Russel, gasoline and automobile oils,	xxi
Morgan Construction Co., rolling mill equipment,	xvii
Massachusetts School of Engineering,	x
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xvii
Multiple Woven Hose & Rubber Co., fire hose and belting,	Outside back cover
Murch & Hidden, Peerless and Cadillac automobiles,	xv
Mutual Life Insurance Co. of New York,	ix
New England Mill Supply Co., oils, greases and mill supplies,	xx
Norcross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	viii
Pond Machine & Foundry Co.,	xiv
Porter & Co., S., lasts,	xxv
Pratt & Inman, iron and steel,	xvii
Pratt, Robert G., supplies for narrow fabric looms,	xxv
Prentice Bros. Company, drilling machines, engine lathes,	xiii
Provident Life & Trust Co.,	ix
Queensbury Mills,	xviii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	xvi
Ross Bros., hardware, seeds and agricultural implements, etc.,	xxv
Schervee & Bushong, commercial photographers,	vii
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xvi
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	viii
Thomas & Co., cabinet makers,	xv
Torrey Razor Co., J. R., The,	xiv
Torrey Co., J. R.,	xiv
The Warren Hotel,	xxi
Union Water Meter Co., water meters,	xx
Wadsworth-Howland & Co.,	xi
Walker & Co., O. S., chucks,	xxii
Warren, J. F. & W. H., leather belting and mill supplies,	xiii
Warren Leather Goods Co., suit cases, bags and supplies,	xi
Webb Pink Granite Co.,	ii
Whitney, Co., Geo. C., The, valentines, etc.,	xix
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxv
Williams & Bridges, wooden and paper boxes,	xxi
Winslow Skate Co., ice and roller skates,	xx
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Machine Screw Co., set, cap and machine screws,	xiii
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wright Wire Co., wire and wire cloth, wire rope, etc.,	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

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A LOOM FOR EVERY FABRIC

Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

CROMPTON & KNOWLES LOOM WORKS,

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F-32

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The "BEST" Belting

TRADE MARK

Absolutely Impervious to

Water, Steam or Oil

Will Transmit More Power Under All Conditions Than Any Other Belting

OUR EXHIBIT AT THE BOARD OF TRADE INDUSTRIAL EXPOSITION.

Solid, Multiple Woven

Waterproof Belting

FOR

Machine Shops, Woolen Mills, Cotton Mills, Dye Houses, Saw Mills, Paper Mills, Bleacheries, Brick Yards

And any description of drive where power is to be transmitted indoors or outdoors

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Made in Worcester

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WORCESTER, MASS. U.S.A.

1851 G&K TRADE MARK

LEATHER BELTING

ESTABLISHED IN 1851—That shows how much experience we put into our product.

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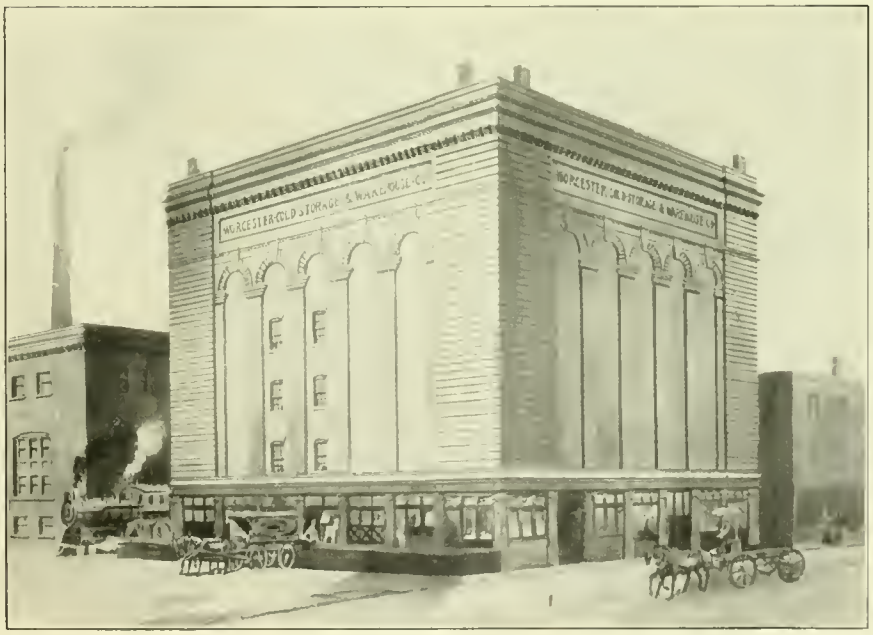
CAPITAL PAID IN, $1,500,000—That is why we have been able to make of our plant—which covers nearly eight acres of floor space—the largest and best equipped plant in the world for tanning and currying hides and manufacturing same into leather belting.

ORIGINALITY—We are the originators and pioneer manufacturers of waterproof leather belting—"six years on the market" is the enviable record of our Neptune Waterproof Leather Belting.

Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

Made in Worcester.

Cold Storage and Artificial Ice



Our new buildings of modern construction with latest improvements and direct railroad connections offer the best facilities for

COLD STORAGE OF
EGGS, BUTTER,
POULTRY,
FRUIT,
Etc.

We have a room specially fitted for cold storage of FURS, RUGS and GARMENTS, also GENERAL STORAGE for all kinds of merchandise.

The best service and favorable terms.

Makers and sellers of the PURE ARTIFICIAL ICE.

Worcester Cold Storage & Warehouse Co.

24 Bloomingdale Road

Made in Worcester.

INCORPORATED 1868

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Total Resources **$10,000,000**

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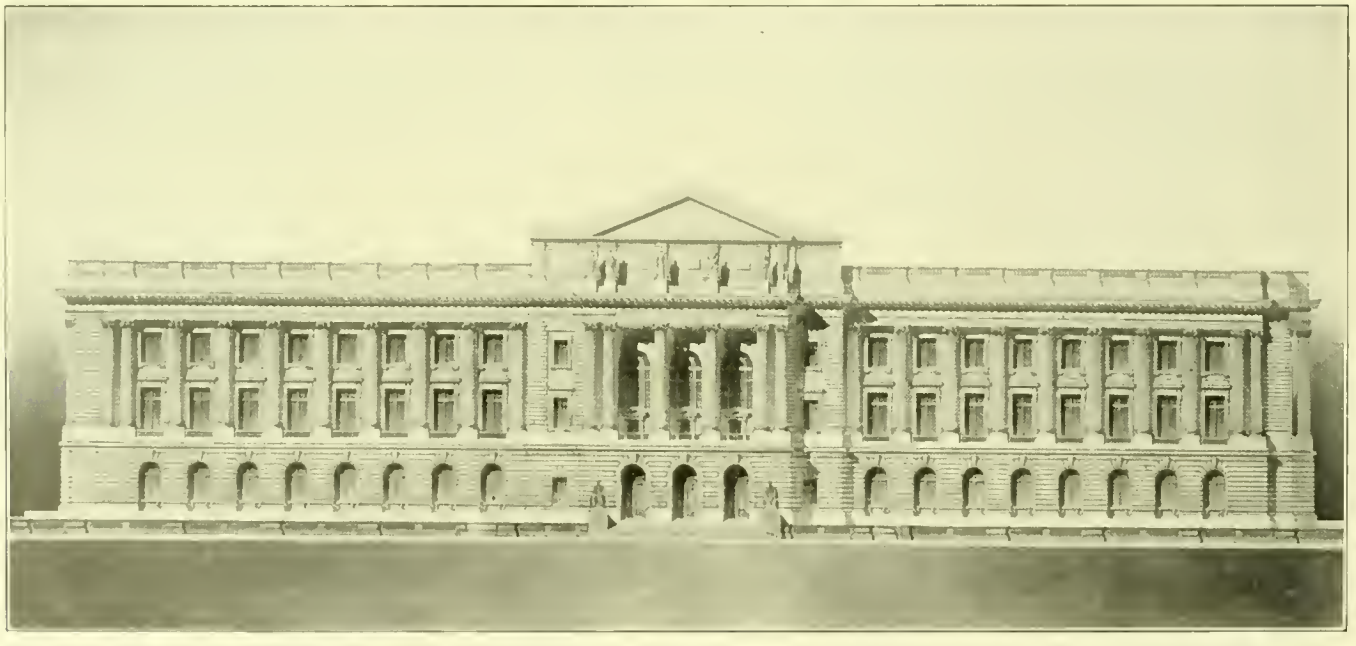

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WOMEN'S DEPARTMENT
Resources over $4,000,000

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AN OLD INSTITUTION
WITH MODERN
BANKING FACILITIES

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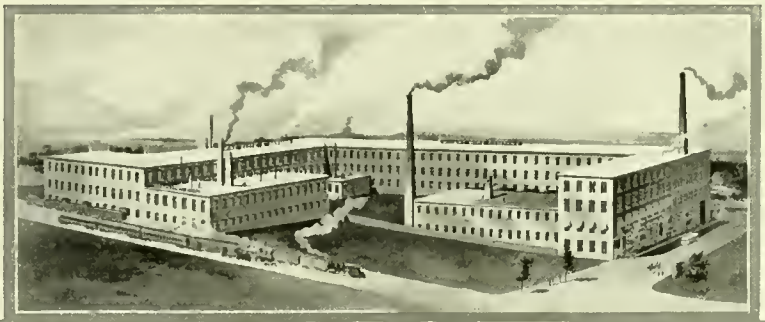
WIRE CLOTH

Wire Clothes Lines
Picture Cord
Coal and Sand Screens
Foundry Riddles
Wire Goods and
SPECIALTIES



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Wire Rope Staples
Flower Bed Guard
and Trellis
Wire Fencing
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Enclosures

Wright Wire Company

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Manufacturers

The "Bunion" Shoe

The Only Shoe made that will give comfort to enlarged joints and tender toes.

The word "Bunion" is registered as our exclusive trade-mark.

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FACTORY, 70 WINTER STREET
Worcester, Massachusetts, U. S. A.
Retail Store, 415 Main Street

Made in Worcester.

Worcester Consolidated Street Railway Company

THE Worcester Consolidated Street Railway Company operates railways in the following cities and towns: Worcester, Fitchburg, Marlboro, Leominster, Lancaster, Clinton, Berlin, Hudson, Boylston, Shrewsbury, Sterling, West Boylston, Westboro, Grafton, Northboro, Millbury, Leicester and Spencer.

State Mutual Life Assurance Company

(Incorporated 1844)

Assets, January 1, 1908,	$29,845,723.08
Liabilities, January 1, 1908,	$28,286,361.96
Surplus, January 1, 1908,	$1,559,361.12

A. G. BULLOCK, President
BURTON H. WRIGHT, Secretary

Worcester, - - - Massachusetts

International Bureau of American Republics, Washington, D. C.
Albert Kelsey and Paul P. Cret, Architects. The Norcross Brothers Co., Builders
Entire exterior of Georgia Marble, from the quarries of the
SOUTHERN MARBLE COMPANY

THE NORCROSS BROTHERS COMPANY

General Contractors and Builders

Worcester, Massachusetts

160 Fifth Avenue, NEW YORK
Tremont Building, BOSTON
Colorado Building, WASHINGTON
Industrial Building, PROVIDENCE

We are the Largest Manufacturers of Clothes Dryers in the World

HILL DRYER CO., 340 to 350 Park Avenue, Worcester, Mass.

Dryers made to swing to balcony or fire escape and for use on roof and lawn.

Also Makers of the

"Hustler" Ash Sifter

Made in Worcester

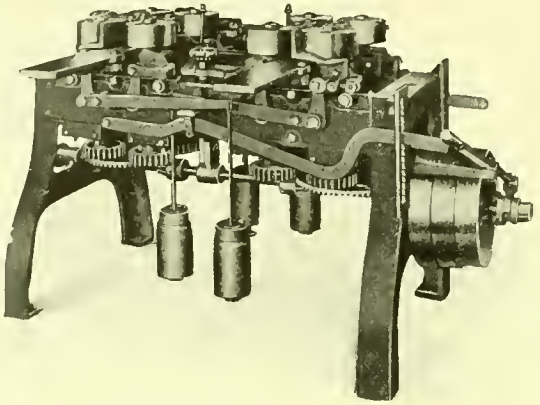
Hill Dryer Company

340-350 Park Ave.

Worcester, Mass.

New York Office, 1133 Broadway

SHIPPING CASES AND BOXES



Power Feed Box Board Matcher

Everything needful for making
Wooden Boxes and Cases
Planing Machines
Sawing Machines
Fitting Machines
Trimming Machines
Matching Machines

HOBBS MANUFACTURING CO.

Made in Worcester. 26 SALISBURY STREET, WORCESTER, MASS.

Standard Foundry Company

IRON FOUNDERS

Special attention given to the Manufacture of High Grade

Machinery Castings

Tainter and Gardner Streets
Worcester, Mass.

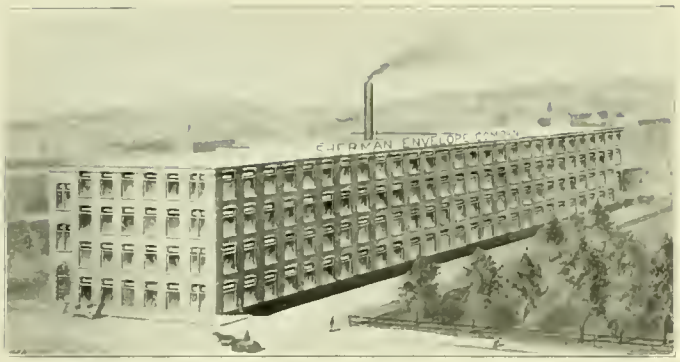
Made in Worcester.

TO LAY THE DUST

AMERICAN CAR SPRINKLER CO.

WORCESTER, MASS., U. S. A.

Made in Worcester.



SHERMAN ENVELOPE CO.

Worcester, Mass., U. S. A.

Manufacturers of

All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver

The Sherman STAMP SAVER for mailing second class matter

The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester.

BOSTON PRESSED METAL CO.

SHEET METAL PRODUCTS OF ALL DESCRIPTIONS. ELECTRO-GALVANIZING, PLATING, BLUING

CASE-HARDENING

ANNEALING

171-173 Union St., Worcester, Mass.

Made in Worcester.

SCHERVEE & BUSHONG

THE BEST IN EVERYTHING PHOTOGRAPHIC

328 MAIN ST., WORCESTER, MASS.

Commercial Photography

The important relation of Photography to industrial and commercial enterprises is keenly realized by business men.

So important are the manufacturing interests of this city that we have, with much careful thought and expense, equipped a special department for the prompt execution of **Commercial Photography**.

Mr. M. N. Conger, formerly with the Woodbury-Carlton Co., has associated himself with us and has charge of this important department. He has made Commercial Photography a specialty and is very successful in securing the most effective views of manufacturing plants, machinery and products. In conjunction with the unequalled photographic facilities of the Schervee & Bushong establishment, you will appreciate the superior service we are able to give you.

Our first-class equipment insures promptness, which will be appreciated by business men who must have their work on time.

Schervee & Bushong

328 Main Street, Worcester, Mass.

Made in Worcester.

Hammond Reed Company

Manufacturers of

Organ Reeds, Reed Boards and other Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester.

Be the
ENVY of
Your
Neighbor

He will think you stay up nights to polish your brass

THE COATES FRICTION DRIVEN AUTO BUFFING OUTFIT

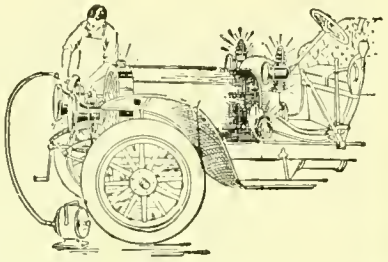
is driven by the rear right-hand wheel. The roller is held by a patented clamp-device, and the jack that lifts the wheel rests in the clamp, making the device very rigid. Each outfit is furnished with Buffs, Tripoli, Clamp with Roller Flexible Shaft and Rod Extensions.

Send for Catalogue
22

Coates Clipper
Mfg. Co.

Worcester, Mass.

Made in Worcester.



Woodbury Carlton Co.
ARTISTS ENGRAVERS
ART PRINTERS
No. Four Walnut St. WORCESTER MASS.

ORIGINAL DESIGNS
BIRDS-EYE VIEWS
HALFTONE ENGRAVINGS
COMMERCIAL PHOTOGRAPHY
We Photograph
Machinery, Views, and Manufactured Products
PHOTOGRAPHIC ENLARGEMENTS
ANY SIZE
ART PRINTING
BY OUR NEW
LUXOGRAVURE PROCESS
BUSINESS ANNOUNCEMENTS, CATALOGUES
CARDS, WEDDING INVITATIONS, MENUS
A MOST COMPLETE ENGRAVING AND ILLUSTRATING PLANT

Everything in Wire

OVER
4400
ARTICLES
ILLUSTRATED

YOU ARE
SURE TO
FIND THE
VERY THINGS
YOU WANT

1880-1908

We take the wire made here in Worcester, to which we add years of experience, skilled workmanship and up-to-date equipment. This enables us to offer you the largest line of high-grade

WIRE HARDWARE

made in this country.

THE WIRE GOODS COMPANY
28 Union Street, Worcester, Mass.

CATALOGUE
NO. 6
NOW READY

8½ x 11½ inches
240 pages

Q

TRADE MARK
A Mark of Quality

Responsible Fire Insurance

Is an important factor in establishing the credit of the manufacturer and merchant.

When all your money is invested in your business, large or small, INSURANCE is the main reliance to start that business again after the fire.

Do not make the mistake of thinking that all fire insurance companies are equally strong in these times of conflagrations.

For sixty-five years we have insured the largest manufacturing properties in the county, and have paid through our office more than TWO MILLION DOLLARS in losses.

Consider the value to you of policies in the largest and best companies doing business in America backed by our sixty-five years of successful representation of them.

Greene & Bates

405 Main Street — Worcester

Established 1843

THE PROVIDENT LIFE AND TRUST CO.

OF PHILADELPHIA

A conservative, safe and reliable company with a record of continuous good management.

Policies simple, direct and liberal at lowest premium rates.

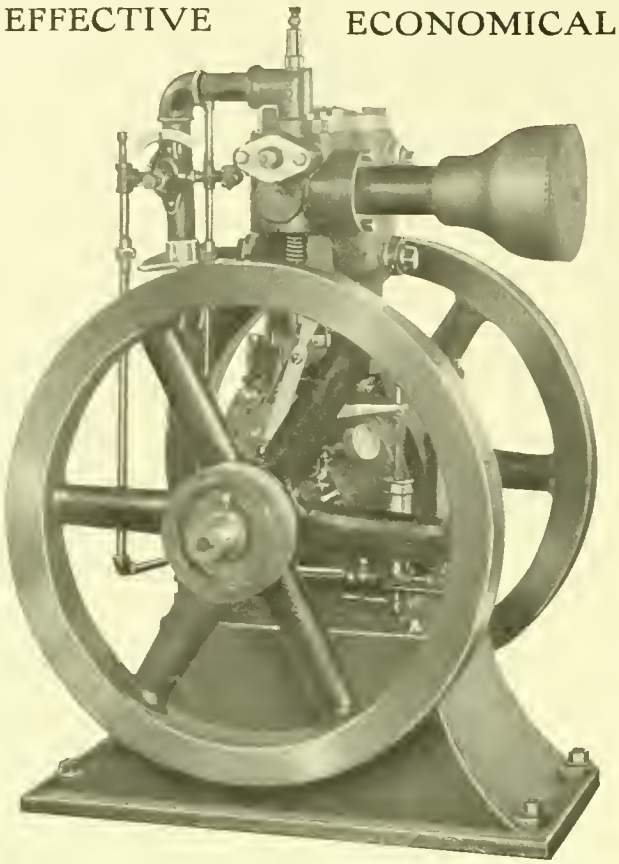
CENTRAL MASSACHUSETTS GENERAL AGENCY

ROOMS 420, 421, 422 SLATER BUILDING, WORCESTER

LESTER V. BAILEY, General Agent

10-12-'08

SIMPLICITY DURABILITY
EFFECTIVE ECONOMICAL



7 H. P. GREENDALE

The "GREENDALE" 4-cycle
jump-spark, fool-proof
GAS ENGINE
for a variety of power purposes

Send for catalogue to Dept P

GREENDALE GAS ENGINE CO.

Made in Worcester.

Rice, Barton & Fales
Machine & Iron Company

Worcester, Mass.

+

IRON CASTINGS

of any size or kind

We also have the best equipped Brass Foundry in Worcester County, and can furnish bronze, brass, lead, aluminum and manganese bronze castings at short notice.

+

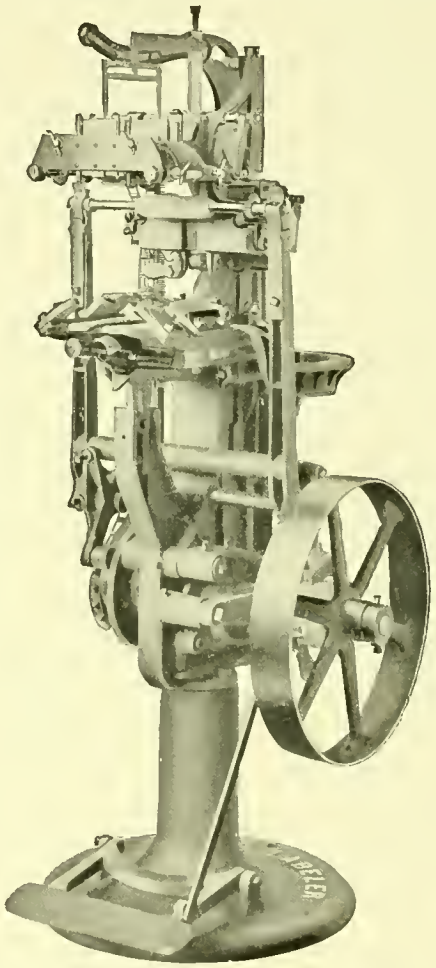
Send us a trial order. Telephone 543

Made in Worcester.

SLOW AND EXPENSIVE HAND LABELING

is fast becoming a thing of the past wherever bottling is done, because more labeling, neater labeling and cheaper labeling result from the use of our

WORLD LABELER



This machine automatically labels glass jars and bottles of all sizes and shapes, with any shaped label desired, and is the *only* machine capable of placing *Two or More labels* on the same package *At One Operation.*

One owner says his World Labeler labels 16,000 bottles a day, with a body and a neck label; and another that his does the work formerly done by four men.

ECONOMIC MACHINERY COMPANY
72 School St. WORCESTER, MASS.

Made in Worcester.

WORCESTER'S NEED SATISFIED

Worcester the most progressive city in the East.

We realized that an Advertising Agency run on progressive lines was what the city needed. There are hundreds of her small merchants and manufacturers that cannot afford to hire an expert advertising manager or place an appropriation with the agencies.

The Wilder Pictorial Advertising Agency

formerly of New York, have come to fill this long-felt need.

Let our special advertisement writer make a study of your business, that you may get results from the money expended.

Good Advertising

A picture to attract the eye. An argument terse enough to last in the memory.

We Make a Study of Your Business

The first step we take to insure our advertisers' success is to familiarize ourselves with the subject and article you wish to place before the public, that we may be able to give both the buyer and consumer an intelligent argument.

Individuality in Every Man's Goods

Let us find the individuality in your goods, and make it your talking point. The blatant cry of "my goods are better than all others" is of little avail; while strong, terse argument saves space.

Original ideas for advertising. Special attention to writing advertising copy. Terse booklets, circulars and folders. Placing advertisements with all magazines, trade publications and newspapers. General publicity and demonstrating Souvenir novelties. Illustrations. Billboards. Posters.

Wilder's Toast to Worcester.

Here's to our city and success to all that are in her.
Let each individual make himself a part,
Which makes the beautiful whole,
And brings to the home city prosperity, wealth and happiness.

Wilder Pictorial Advertising Agency

STUDIO: SLATER BUILDING,
LEOMINSTER, MASS. WORCESTER, MASS.

THE J. F. & W. H. WARREN COMPANY

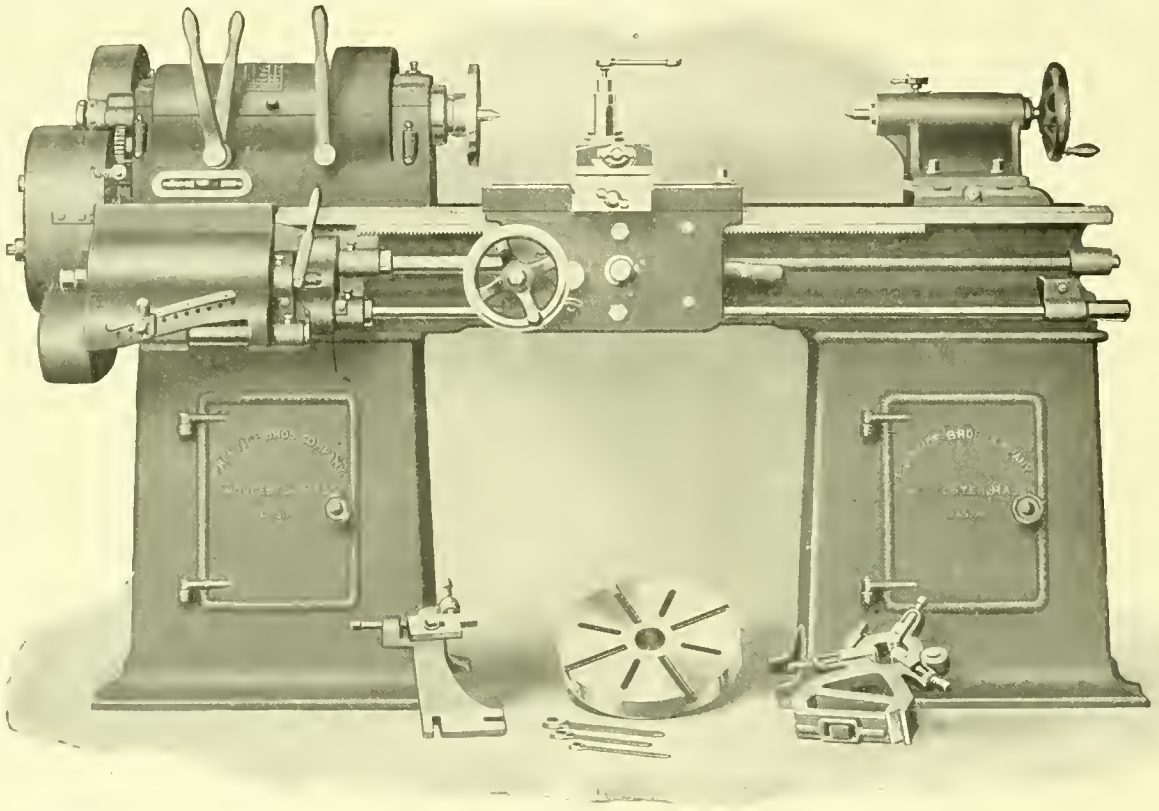
WORCESTER, MASS.

Makers of OIL PROOF Leather Belting

Unexcelled for SCREW MACHINERY or any machine where oil comes in contact with the belt.

WILL NOT ROT FROM EXCESS OF OIL

Made in Worcester.



PRENTICE BROTHERS CO., WORCESTER, MASS.

Made in Worcester.

Upright and Radial Drilling Machines and Engine Lathes

Worcester Machine Screw Co.

Branch of the

Standard Screw Company

Makers of

Set Screws, Cap Screws, Machine Screws, Taper Pins, Milled Studs, Special Parts

Beacon and Jackson Streets

Worcester, Massachusetts

Made in Worcester.

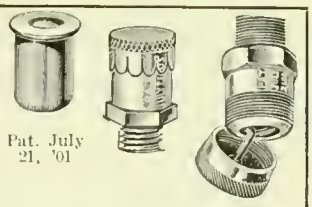
BENNETT

No More Cuss Words in the Dark

If you can get your hand on it you can put the oil in

European Agents, CHARLES CHURCHILL & CO., LONDON, ENGLAND

Send for Samples



Pat. July 21, '01

Bay State Stamping Co., Worcester, Mass.

Made in Worcester.

Bennett Handy Oilers

WM. TURNER, President J. R. TORREY, Treasurer

THE J. R. TORREY RAZOR CO.

Manufacturers of

RAZORS

WORCESTER, MASS., U. S. A.

Made in Worcester.

J. R. TORREY & CO.

Makers of

RAZOR STROPS

WORCESTER, MASS., U. S. A.

Made in Worcester.

L. W. Pond Machine & Foundry Company

Manufacturers of
High Grade Grey Iron
Castings,
up to 15 tons.
Capacity 20 tons a day.

Gold and Assonet Streets, Worcester, Mass.

Made in Worcester.

Warren Leather Goods Co.,

Worcester, Mass.

Manufacturers of

SUIT CASES		SPECIAL WORK
BAGS	AND	IN LEATHER
SAMPLE CASES		AND CANVAS

80 AUSTIN STREET.

Made in Worcester.

Absolutely Pure

Sparkling Polar Water
and
White Seal Ginger Ale

BOTTLED AT THE SPRING

Full line of

Carbonated Beverages

Pure Syrups and
Saratoga Natural Gas

Leicester Polar Spring Co.
28 Myrtle St. Telephone

C. H. CLARENDEN, Mgr.

Polar Spring Water on Draught at
Board of Trade Rooms

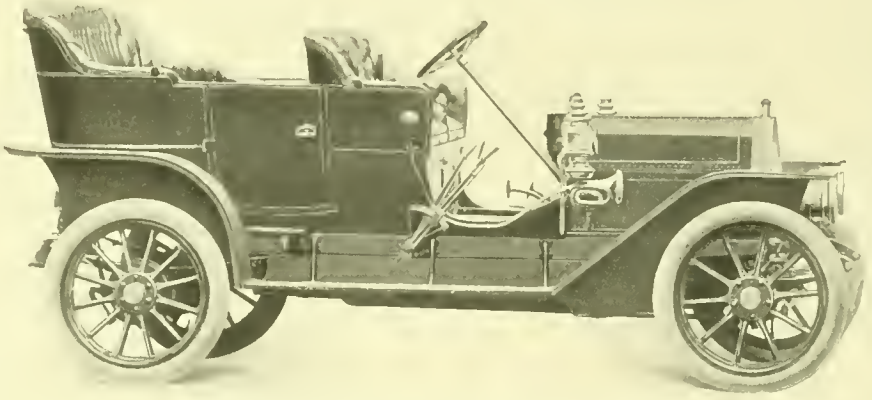
Made in Worcester.

Here's the Car the World Has Waited for

THE NEW $1400 CADILLAC

Specifications:

Four cylinders
30 horse-power
Selective type transmission
Shaft drive
32″ wheels
106″ wheel base
Platform rear springs



This is not a first year car, but the Model G car (improved) that has sold the past two years for $2000

MURCH & HIDDEN
Peerless and Cadillac

31 Central Street **Worcester**

FRANKLIN SQUARE GARAGE

¶ The best equipped garage in Central Massachusetts. *Storage*, *renting*, *repairing*, *vulcanizing*. We carry a complete line of automobile supplies

ALLEN COURT
At Franklin Square

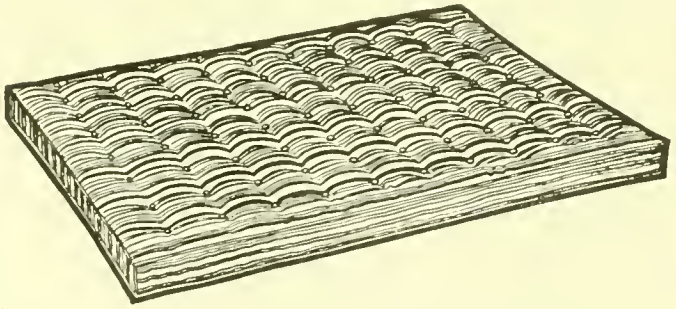
WORCESTER MASSACHUSETTS

⅓ OF YOUR LIFE IS SPENT IN BED

THE REPOSE

Is the **cleanest, healthiest,** most **sanitary,** most **comfortable,** most **economical Mattress** for you to spend it on.

ABSOLUTELY GERM AND MOISTURE PROOF



THE CHANDLEY COMPANY

Manufacturers of MATTRESSES, PILLOWS and CUSHIONS

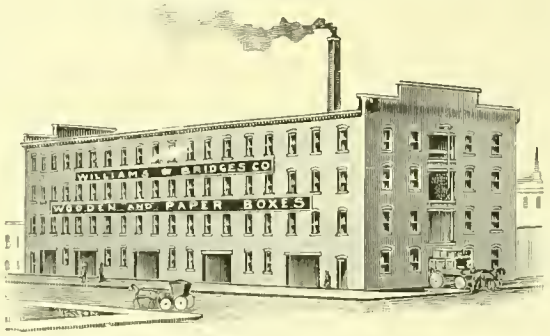
Made in Worcester. Worcester

EVERY VARIETY

of **WOODEN** *and* **PAPER**

ALSO CLOTH COVERED BOXES

B O X E S



One of the Most Complete Plants in Massachusetts

WILLIAMS & BRIDGES CO.

Manufacturers

72-86 Central St., Worcester, Mass.

Made in Worcester.

NO ARCH SUPPORTER NEEDED

FOR MEN AND WOMEN

CASE ARCH-PROP SHOE PREVENTS FALLING INSTEPS AND RHEUMATISM

The Case Shoe

WORCESTER, MASS.

THE ROYAL WORCESTER SHOES

FOR MEN AND WOMEN

DOCTORS RECOMMEND ARCH-PROP SHOES

SURE CURE FOR FLAT FOOT

STYLE & COMFORT IN EVERY PAIR

EASE, ELEGANCE & ECONOMY.

IF YOU WEAR CASE SHOES

CHARLIE CASE SAYS:

OUR MEN'S ARCH-PROP SHOE

Put it down for future reference so that you won't forget it, that every pair of CASE shoes retailing at $5 and up, absolutely prevents falling arches and so-called rheumatism of the feet. CASE Shoes are made for women as well as for men, in separate factories, and both represent the right kind of shoemaking.

The man's shoe pictured here backs up the talk I make concerning CASE footwear. It holds the arch of the foot in place and prevents its falling down, absolutely doing away with the cumbersome arch supports now in use. Testimonials galore bear out these statements.

Yours for comfort, CHARLES CASE

THE CHARLES CASE SHOE CO.

DEPARTMENT K

42 THOMAS ST., WORCESTER, MASS.

ESTABLISHED 1829.

THE STEEL WAREHOUSE OF NEW ENGLAND — GOOD STEEL

PRATT & INMAN

WORCESTER, MASS.

OUR STOCK COMPRISES THE LARGEST ASSORTMENT OF SIZES AND QUALITIES OF STEEL CARRIED BY ANY ONE IN THE UNITED STATES.

SPECIALTIES:

BEST MACHINERY STEEL, LEAD SCREW STEEL
VIKING CRUCIBLE STEEL.

Made in Worcester.

G. L. Brownell,

Builder of

IMPROVED TWISTING AND SPINNING MACHINERY

For making Hard or Soft Twines, Lines, and Cordage. Wet or Dry Twist, from Cotton, Linen, Hemp, Manila, Sisal, Paper, Silk, Jute, Hair, Wool, etc.

Nos. 49 and 51 Union Street,

Worcester Massachusetts

Please address Station A.

Made in Worcester.

W. H. Crawford J. T. Brierly

CRAWFORD & CO.

Established 1847

New and Second Hand

Woolen Machinery

Wool Stock and Everything in Mill Supplies

The Improved Worcester Shoddy Picker

Wood Split Pulleys with Iron Centre, Pressed Steel Pulleys, Belting, Lace Leather, Cordage, Packings, etc.

663 and 665 Main St., Worcester, Mass.

Made in Worcester.

MATTHEWS MANUFACTURING CO.

A. T. MATTHEWS, Treasurer

Manufacturers of

Stove Trimmings, Ball Bearings

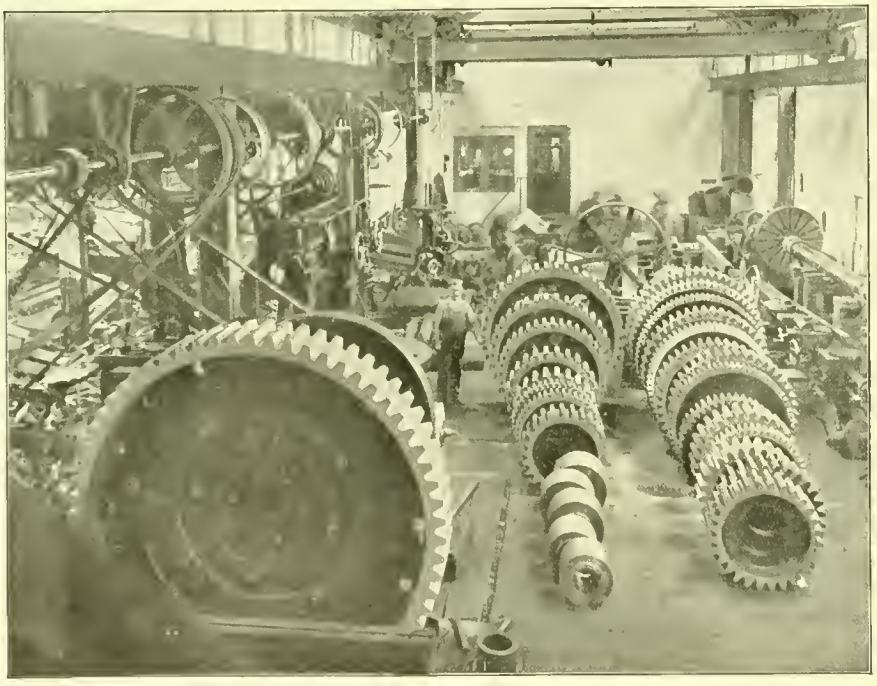
Steam-Pipe Collars

Ferrules and

Sheet Metal Specialties

104 GOLD STREET, - - WORCESTER, MASS.

Made in Worcester.



GEAR PLANING—BEVEL, SPUR AND SPIRAL GEARS

CONTINUOUS ROLLING MILLS for Billets, Merchant Bar, Small Structural Shapes, Skelp, Hoop, Cotton Tie and Wire Rods

CONTINUOUS GAS PRODUCERS

CONTINUOUS HEATING FURNACES

DYBLIE REVERSING VALVES

WIRE DRAWING PLANTS complete

52 Rue du Congres
Brussels, Belgium

MORGAN CONSTRUCTION COMPANY

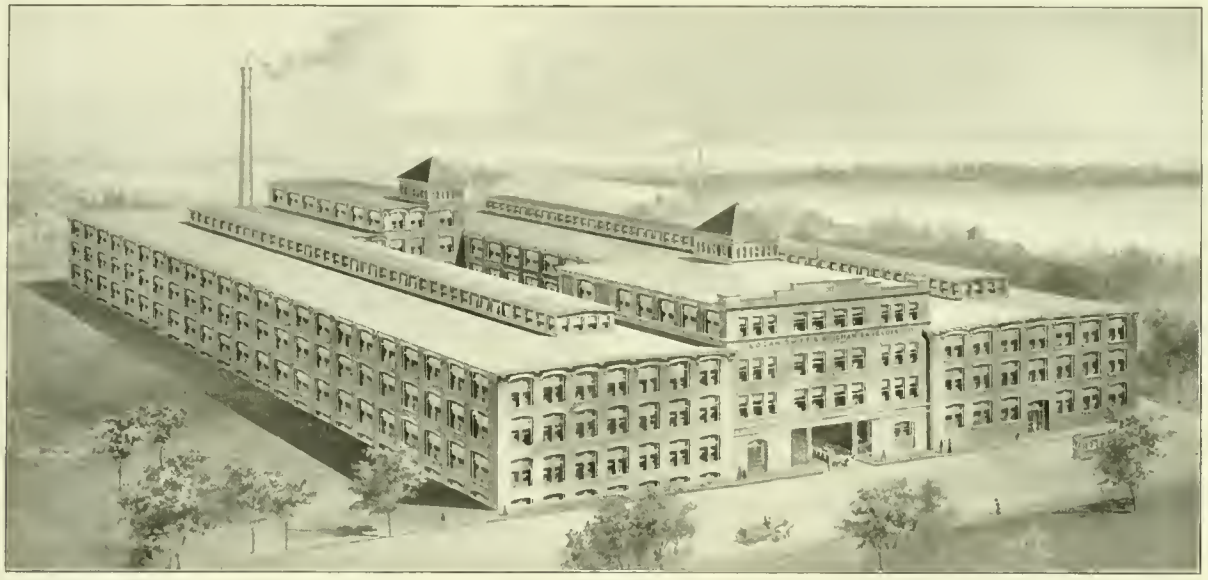
WORCESTER
MASSACHUSETTS

Made in Worcester.

Logan, Swift & Brigham, Worcester, Mass.

Envelope Co. Division

Manufacturers of Standard **Envelopes**



The Outlook Envelope

Insures economy and absolute accuracy in the addressing of all your mail matter.

The Improved
Columbian Clasp Envelope

The best and most satisfactory merchandise envelope made.

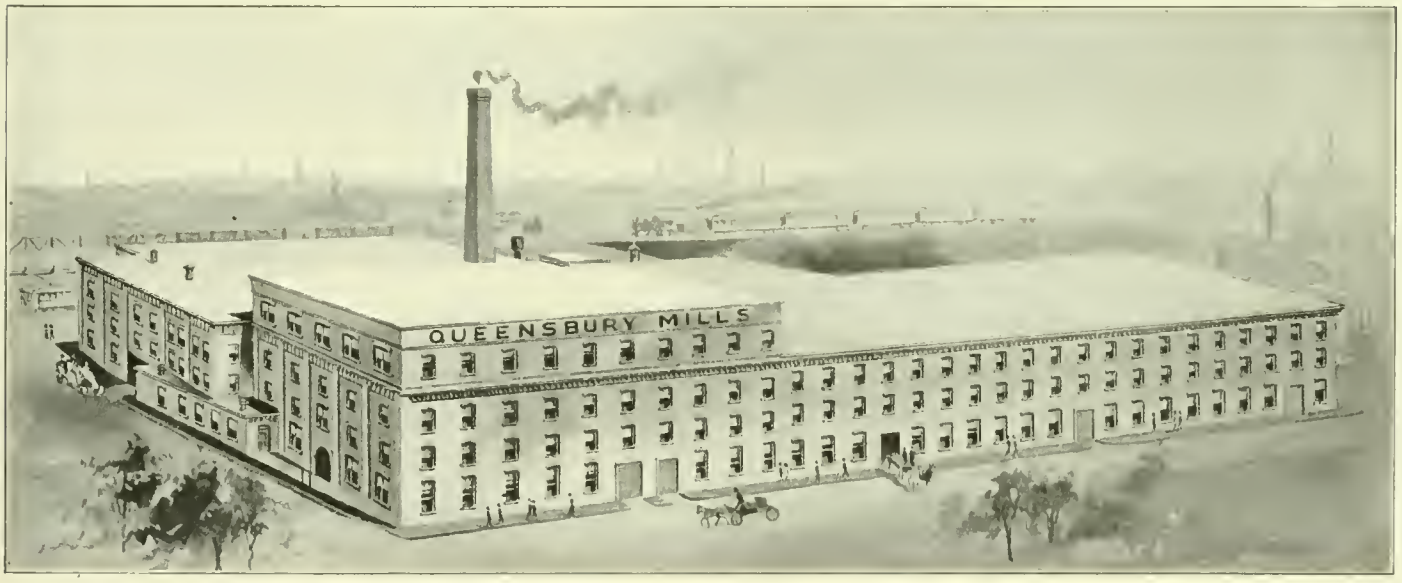
Specialists in STEEL DIE STAMPING
for Commercial Work. Samples and Prices of our Standard Goods furnished by your Stationer or Printer

Made in Worcester.

H. HODGSON.
President and Treasurer

QUEENSBURY MILLS

FRED HODGSON.
Gen'l Manager



Combers and Spinners of

MOHAIR, ALPACA and LUSTRE YARNS

WORCESTER,

Manufacturers of

MOHAIR DRESS GOODS and COAT LININGS

MASSACHUSETTS

Made in Worcester.

Lowell Textile School

Scientific and practical training in all processes of textile manufacture, including all commercial fibres. Complete courses in Cotton Manufacturing, Wool Manufacturing, Textile Designing, Chemistry and Dyeing, Textile Engineering. Courses include instruction in Mechanism, Mechanical Drawing, Mathematics, Physics, Chemistry, Steam and Electrical Engineering, Language and Decorative Art. New and complete equipment for Machine Shop Practice and Engineering Laboratory. Theory supplemented by thorough practical instruction in machine rooms and laboratories. Graduates of high schools and academies admitted with certificate. Graduates of colleges and scientific schools admitted to advanced standing.

SCHOOL YEAR BEGINS SEPTEMBER 29, 1908

FOR CATALOGUE ADDRESS

CHARLES H. EAMES, S. B., Principal

LOWELL, MASSACHUSETTS

CHASE ENGINEERING COMPANY

EXPERTS IN THE DEVELOPMENT OF MECHANICAL IDEAS

We can develop any mechanical proposition which you may have, do your designing, general and patent office drafting, make your blueprints, construct your models and solicit your patents.

We make a specialty of handling the entire drafting for business concerns.

Expert draftsmen supplied by the day.

OFFICE: 412 DAY BUILDING
306 MAIN STREET

DRAFTING ROOM AND EXPERIMENTAL DEPARTMENT
274 MAIN STREET

WORCESTER, MASS.
TELEPHONE 5344

The Undefinable Something

FEW persons know just what they want in the way of printing until someone else gets it. "There," says a manufacturer, holding up a copy of his competitor's catalogue, "is something that catches my eye. I wish we had gotten that kind of job." He cannot say just what there is about it that appeals to him so strongly, but there is without question an undefinable something that is extremely satisfying. It may be the reading matter, or the arrangement, or the type, or the color combination, or the cuts, or any one of a dozen other vital requisites to a perfect production. If you wish to attain that well-balanced, wholly-satisfying effect in your printed matter, put the whole proposition up to

F. S. Blanchard & Co.
Worcester, Mass.

REED & PRINCE MFG. COMPANY

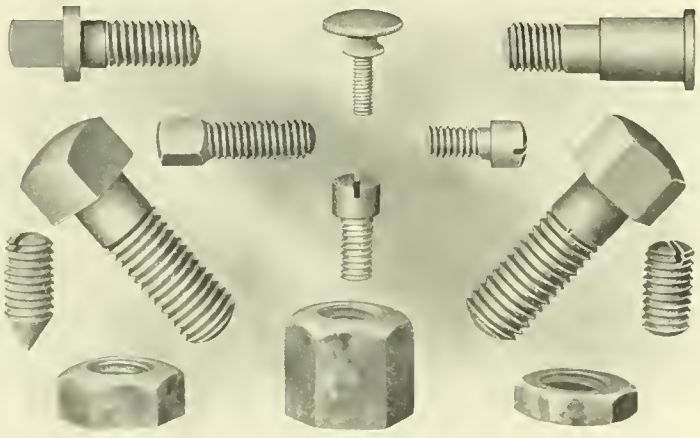
MANUFACTURERS OF

WOOD SCREWS, MACHINE SCREWS, STOVE BOLTS, TIRE BOLTS,
RIVETS AND BURRS, TAPS AND DIES

5 1-2 Acres, Floor Area
OFFICE AND WORKS

WORCESTER, MASS., U. S. A.

Made in Worcester.



OUR NUTS ARE OF BEST QUALITY AND FINISH

Anthony Screw Co.

Specialties Manufactured

Send samples, specifications or drawings for estimates

Finished, Case-Hardened
and Semi-Finished
HEXAGON NUTS

Iron and Steel
Milled Machine Screws

Screw Machine Products

330 CHANDLER ST., WORCESTER, MASS.

Made in Worcester.

SPENCER WIRE COMPANY

ESTABLISHED 1828

MANUFACTURERS OF EXTRA FINE AND SPECIAL WIRES
OF EVERY DESCRIPTION.

MILLS IN WORCESTER AND SPENCER, MASS.

AGENCIES IN NEW YORK, BOSTON, PHILADELPHIA, CHICAGO, ST. LOUIS AND TORONTO.

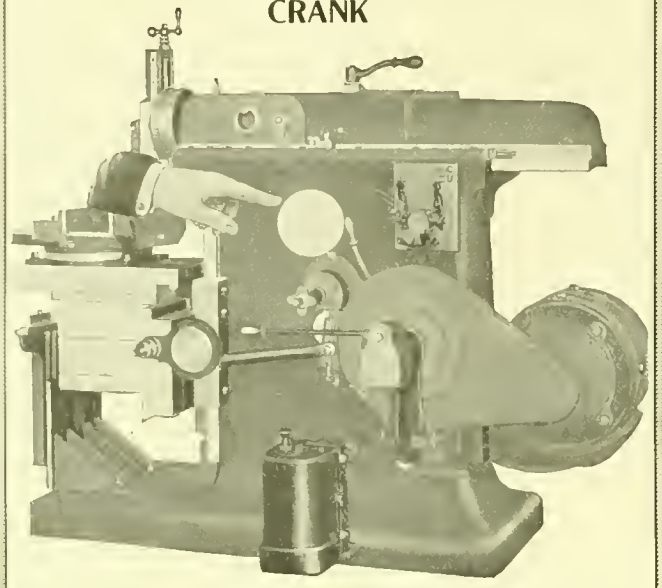
WORCESTER, MASSACHUSETTS, U. S. A.

Made in Worcester.

THE VITAL SPOT

in Shaper construction is the

CRANK



Its construction determines the speed and the power of the cutting tool

STOCKBRIDGE SHAPERS

give satisfaction—the crank is made right.

Ask for circular illustrating our patented two-piece crank motion.

STOCKBRIDGE MACHINE COMPANY

WORCESTER, MASS., U. S. A.

Made in Worcester.

The Warren

Worcester's Finest Hostelry

Automobile Parties a Specialty :: Excellent Cuisine

200 Front St. C. J. Pomeroy, Mgr.

START A BANK ACCOUNT

and you establish an asset that time or conditions cannot depreciate in the

People's Savings Bank

452 Main St., Worcester, Mass.

Interest Days

February, May, August and November 1st

Deposits and withdrawals may be made by mail

OPEN FOR DEPOSIT

Saturday Evening, 6 to 8 p. m.

SAMUEL R. HEYWOOD, President
CHARLES M. BENT, Treasurer

Business Established 1783

J. Russel Marble & Co.

Make a Specialty of

Gasolines and Automobile Oils

Made from
Pennsylvania Crude Oils

Chamois Skins and Sponges

Boston and Worcester

The American Sash Trimmer

Is a special machine for making

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Made in Worcester

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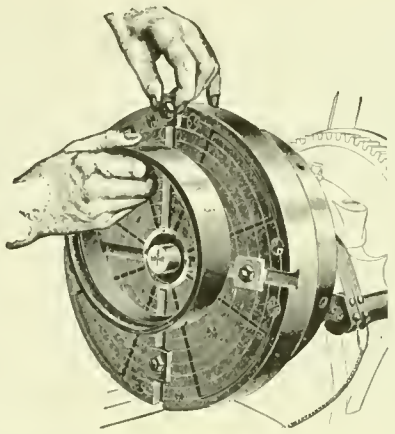

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Pure Oak Bark tanned, best quality.

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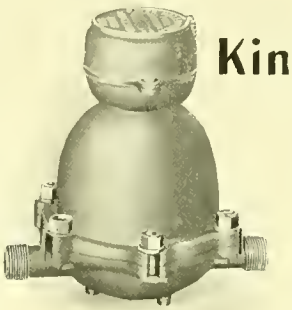

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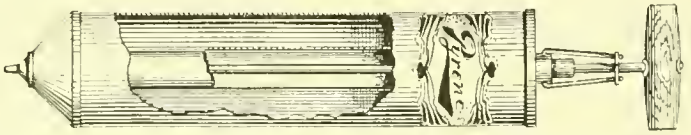

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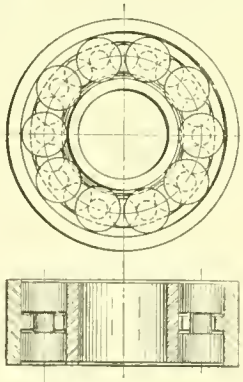

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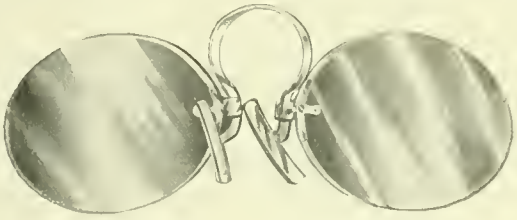

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Far and near glasses united in a single pair. The parts are permanently secured by fusion, so that blurring and spotting are impossible.

No segment to drop off and break.

No conspicuous arched ridge or line to annoy the eye.

Our prescription shop with its skilled experts and facilities for promptness and accuracy is a channel through which these lenses can be obtained that are absolutely perfect in construction.

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Manufacturing Opticians
376 MAIN STREET

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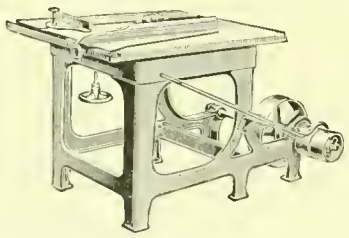

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IRON CASTINGS

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52 Jackson St., Worcester, Mass.

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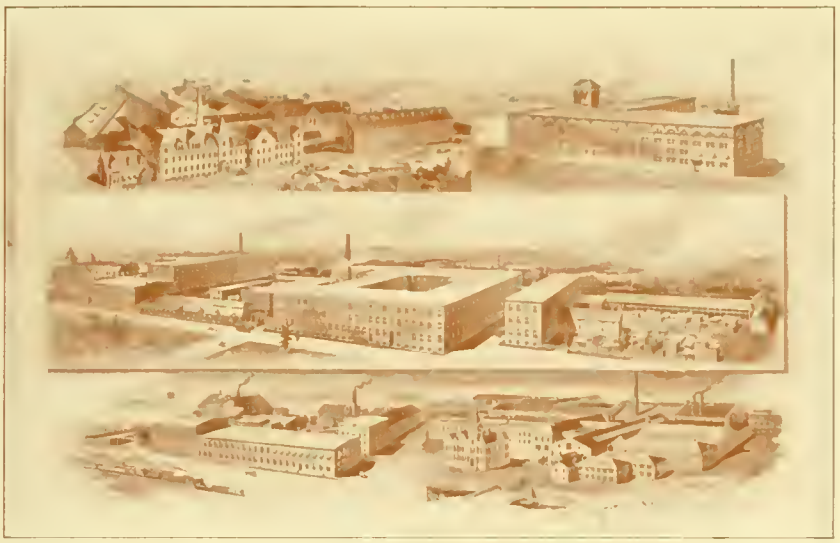
Index to Advertisers

Adams & Powers, doors, sash and blinds,	xxi
American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xix
Bay State Stamping Co.,	xiii
Brownell, George L., twisting and spinning machinery,	xvi
Boston Pressed Metal Co., transom adjusters,	vi
Blake, Jr., & Co., George F., iron and steel, and supplies,	xxii
Blanchard & Co., F. S., printers,	xviii
Carlton Engraving Co.,	xxiii
Case Shoe Co., The,	xix
Central Supply Co., steam and gas supplies,	Inside front cover
Chandley Co., The, mattress, pillow and cushion manufacturers,	xiv
Chase Engineering Co.,	xviii
Coates Clipper Mfg. Co., flexible shafting,	viii
Commonwealth Press, printers,	xxi
Coleman & Sons, Walter, wood and steel tackle blocks,	xxii
Coleman, E. J. F., Kempter roller bearings,	xxii
Crawford & Co., woolen machinery and mill supplies,	xvi
Crompton & Knowles Loom Works, looms,	Inside back cover
Davis & Riggs, commercial photographers,	xxi
Delta Electric Co., The, electricians,	xxiii
Eastern Bridge & Structural Co.,	xxiii
Economic Machine Co., bottle labeling machines,	x
Franklin Square Garage,	xiv
Freeman & Co., J. C., kryptoks,	xxiii
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	ix
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Harrington & Richardson Arms Co., firearms,	Inside front cover
Heald Machine Co., The, machine tools, grinding machines,	xxi
Heywood Boot & Shoe Co., fine shoes,	iv
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Hudson Belting Co., leather belting,	xxi
Jackson St. Foundry, iron castings,	xxiv
Kidder, R. E., drawing tables,	xxiv
Leicester Polar Spring Co.,	xiii
Logan, Swift & Brigham, envelopes,	xvii
Lowell Textile School,	xviii
Marble & Co., J. Russel, gasoline and automobile oils,	xx
Morgan Construction Co., rolling mill equipment,	xvi
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xvi
Multiple Woven Hose & Rubber Co., fire hose and belting,	Outside back cover
Murch & Hidden, Peerless and Cadillac automobiles,	xiv
Norcross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
People's Savings Bank,	xx
Pond Machine & Foundry Co.,	xiii
Pratt & Inman, iron and steel,	xvi
Pratt, Robert G., supplies for narrow fabric looms,	xxiv
Prentice Bros. Company, drilling machines, engine lathes,	xii
Provident Life & Trust Co.,	ix
Queensbury Mills,	xvii
Reed & Prince Manufacturing Co., screws, bolts, rivets, etc.,	xix
Rice, Barton & Fales, iron castings,	x
Schervee & Bushong, commercial photographers,	vii
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xix
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	xx
Torrey Razor Co., J. R., The,	xiii
Torrey Co., J. R.,	xiii
The Warren Hotel,	xx
Union Water Meter Co., water meters,	xxii
Walker & Co., O. S., chucks,	xxi
Warren, J. F. & W. H., leather belting and mill supplies,	xii
Warren Leather Goods Co., suit cases, bags and supplies,	xiii
Webb Pink Granite Co.,	ii
Whitney, Co., Geo. C., The, valentines, etc.	xix
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxiv
Wilder Pictorial Advertising Agency,	xi
Wire Goods Co., wire hardware,	viii
Williams & Bridges, wooden and paper boxes,	xiv
Winslow Skate Co., ice and roller skates,	xxii
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Cold Storage & Warehouse Co.,	i
Worcester Consolidated Street Railway Co.,	iv
Worcester Machine Screw Co., set, cap and machine screws,	xii
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wright Wire Co., wire and wire cloth, wire rope, etc,	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

THE BLANCHARD PRESS WORCESTER MASS.

A LOOM FOR EVERY FABRIC



Everything that may be woven by power—practically every kind of fabric used by civilized beings—is produced on looms built in these works.

Woolens and worsteds, silks, velvets, ribbons, cotton goods of every description, carpets and rugs, mattings and hammocks, belting and webbing, furnish an idea of the great variety of our weaving machinery.

In addition are dobbies, jacquards and supplies built in all of the different plants.

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NORTON PRODUCTS:

Grinding Wheels
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Scythe Stones
Razor Hones
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Rubbing and Sharpening Stones

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Worcester, Mass., U. S. A.

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From Photographs taken under actual working conditions at the mill

"BEST" BELTING at the end of TWO YEARS' constant service, driving a REEL over a DYE TUB, in an atmosphere of WATER and STEAM.

Rubber Belt at the end of SIX MONTHS' service in the same room under identically the same conditions.

Positive Proof that **"BEST" BELTING** is THE ONLY BELT for dye houses and bleacheries, and for any other kind of drive, wet or dry, indoors or out.

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Made in Worcester

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1851 G&K TRADE MARK

LEATHER BELTING

ESTABLISHED IN 1851—That shows how much experience we put into our product.

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CAPITAL PAID IN, $1,500,000—That is why we have been able to make of our plant—which covers nearly eight acres of floor space—the largest and best equipped plant in the world for tanning and currying hides and manufacturing same into leather belting.

ORIGINALITY—We are the originators and pioneer manufacturers of waterproof leather belting—"six years on the market" is the enviable record of our Neptune Waterproof Leather Belting.

Tell us of the conditions under which your belts are used, and we will tell you what quality of belting will give you the best results. We should be glad, too, to send you "Booklet No. 8," which tells the story of Neptune Belting in an interesting manner.

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ORIGINALITY is a commutation ticket which has been punched for just about all it is worth. In your desire to get "something different" in the way of printing, beware of freakishness—it is the open switch which has wrecked many a booklet and catalogue. The desire to excel in printing is highly commendable, but let the effort be directed toward securing convincing text, chaste designing, perfect plates and superior press-work. If you want "something different" along these lines, you will be eminently satisfied with the results produced by our splendidly equipped plant. This, as you no doubt take it, is a direct bid for business. The inference is correct. We want your next order.

F. S. Blanchard & Co.
Worcester, Mass.

INCORPORATED 1868

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Capital, Surplus and Profits $1,300,000
Total Resources $10,000,000

IN ADDITION TO A GENERAL BANKING BUSINESS

ACTS AS

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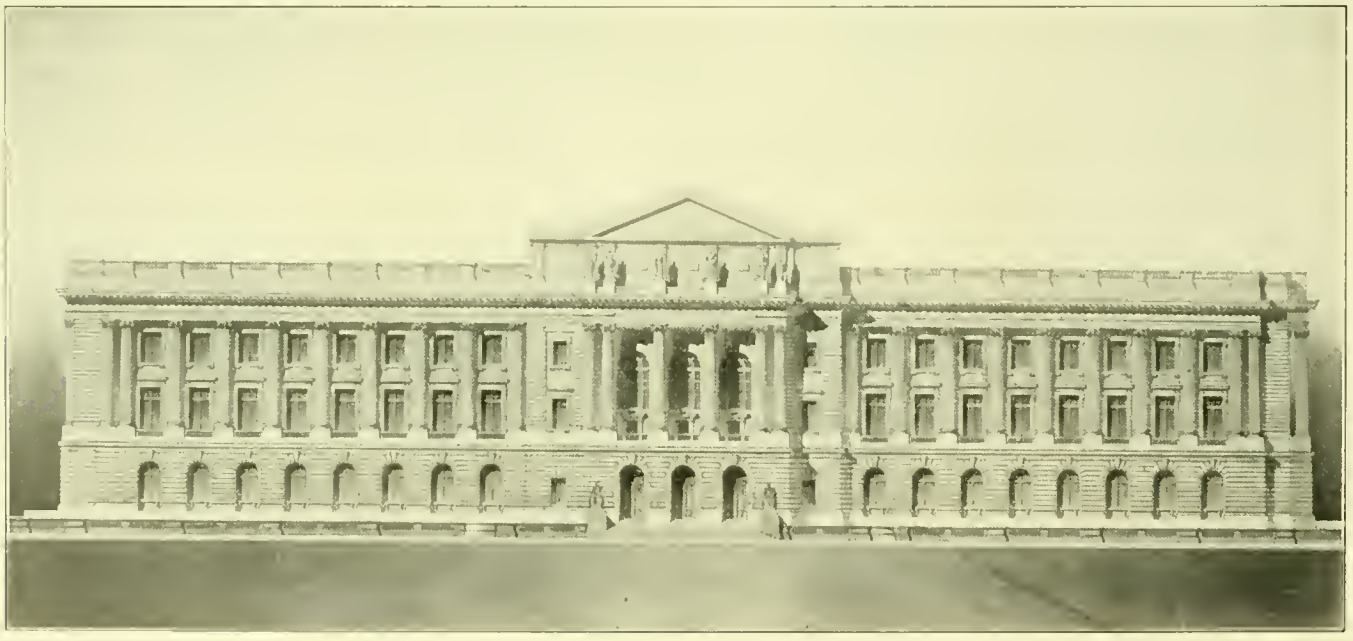

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furnished by

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Resources over $4,000,000

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WITH MODERN
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Wire Clothes Lines
Picture Cord
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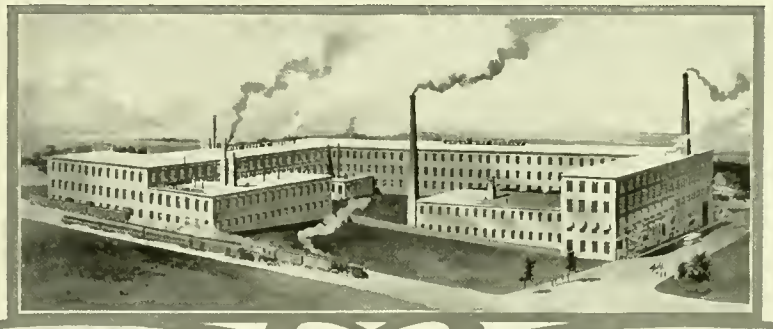
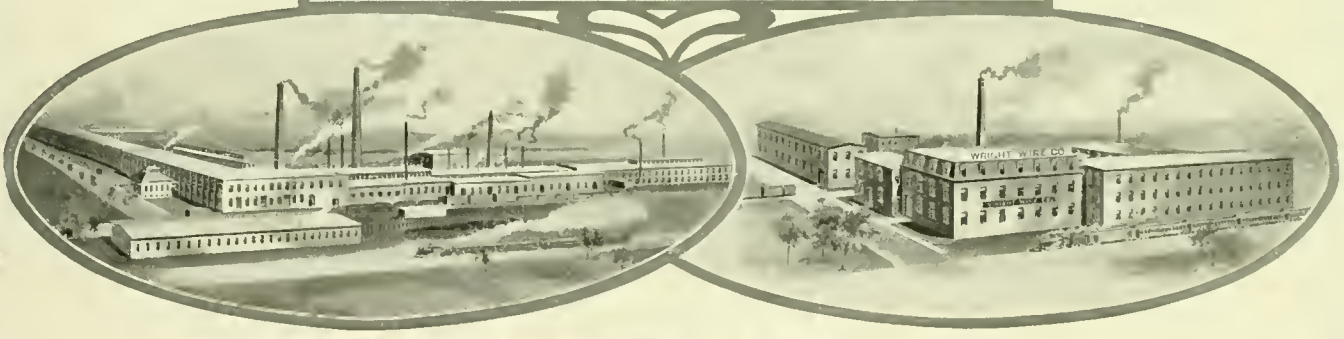
SPECIALTIES



POULTRY NETTING

Wire Rope Staples
Flower Bed Guard
and Trellis
Wire Fencing
Elevator Cabs and
Enclosures



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Branch Warehouses: BOSTON, PHILADELPHIA, PITTSBURG, CHICAGO, SAN FRANCISCO

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The "Bunion" Shoe

The Only Shoe made that will give comfort to enlarged joints and tender toes.

The word "Bunion" is registered as our exclusive trade-mark.

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Assets, January 1, 1908,	$29,845,723.08
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Surplus, January 1, 1908,	$1,559,361.12

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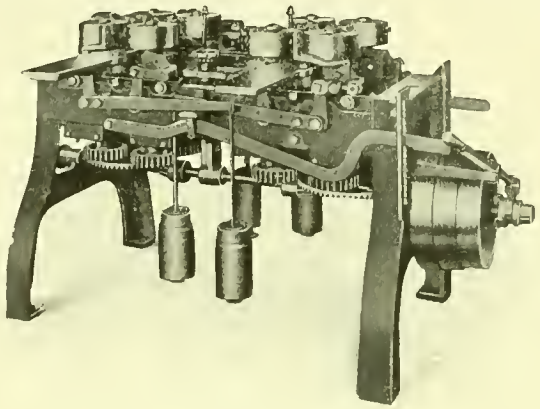

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Everything needful for making
Wooden Boxes and Cases
Planing Machines
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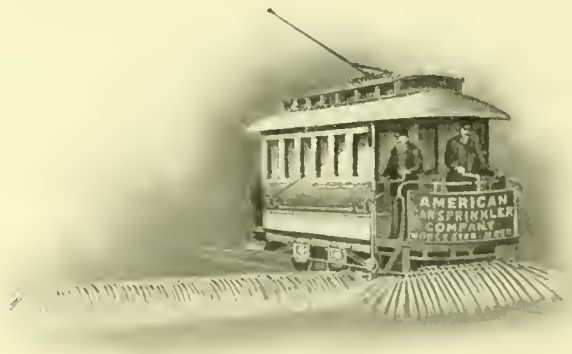

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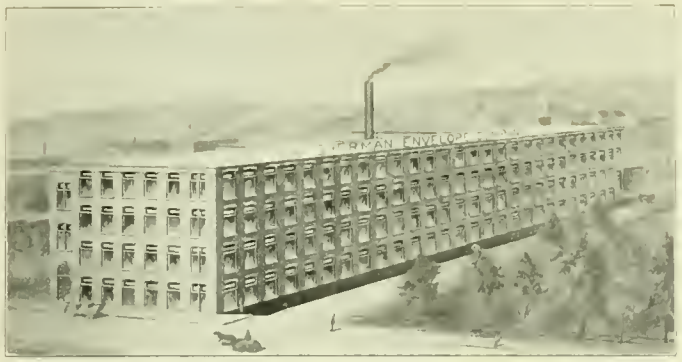

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Manufacturers of

All Kinds and Sizes of Envelopes

Lithographed, Printed or Plain

Our Envelopes are made from Standard Grades and Weights of Paper

The Sherman SINEGRAPHIC Envelope, a great time and money saver

The Sherman STAMP SAVER for mailing second class matter

The Sherman DOUBLE TONGUE CLASP merchandise mailing envelope

Made in Worcester.

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Mr. M. N. Conger, formerly with the Woodbury-Carlton Co., has associated himself with us and has charge of this important department. He has made Commercial Photography a specialty and is very successful in securing the most effective views of manufacturing plants, machinery and products. In conjunction with the unequalled photographic facilities of the Schervee & Bushong establishment, you will appreciate the superior service we are able to give you.

Our first-class equipment insures promptness, which will be appreciated by business men who must have their work on time.

Schervee & Bushong

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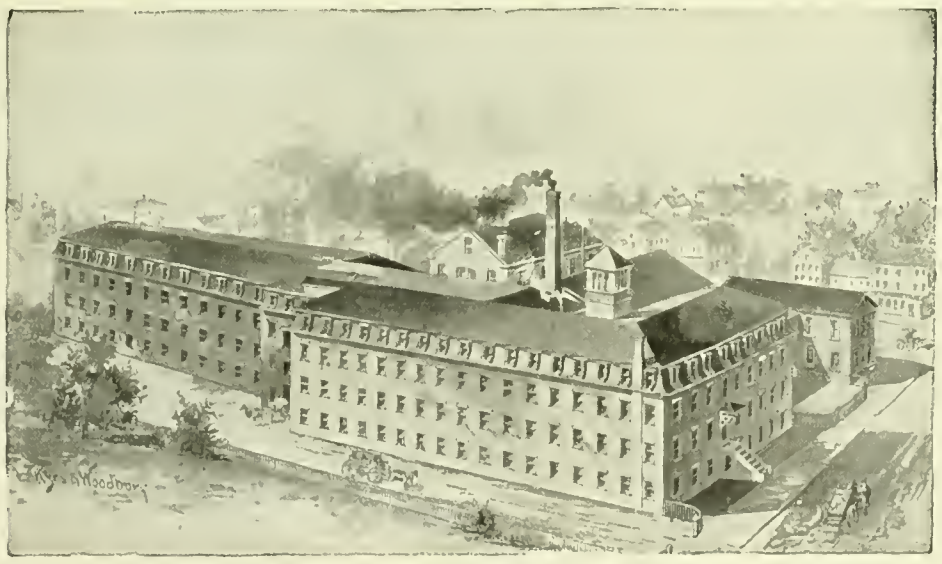
Made in Worcester.



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Manufacturers of

Organ Reeds,

Reed Boards

and other

Organ Supplies

Telegraph and Cable Address,
"Reeds," Worcester, Mass., U. S. A.

WORCESTER, MASS.

Made in Worcester.

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ENVY of
Your
Neighbor

He will think you stay up nights to polish your brass

THE COATES FRICTION DRIVEN AUTO BUFFING OUTFIT

is driven by the rear right-hand wheel. The roller is held by a patented clamp-device, and the jack that lifts the wheel rests in the clamp, making the device very rigid. Each outfit is furnished with Buffs, Tripoli, Clamp with Roller Flexible Shaft and Rod Extensions.

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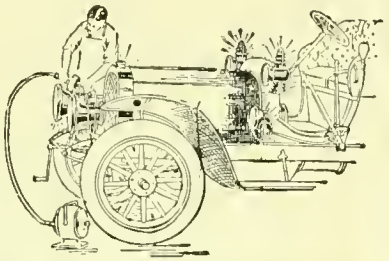
Coates Clipper
Mfg. Co.

Worcester, Mass.

Made in Worcester.



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BIRDS-EYE VIEWS
HALFTONE ENGRAVINGS
COMMERCIAL PHOTOGRAPHY
We Photograph
Machinery, Views, and Manufactured Products
PHOTOGRAPHIC ENLARGEMENTS
ANY SIZE
ART PRINTING
BY OUR NEW
LUXOGRAVURE PROCESS
BUSINESS ANNOUNCEMENTS, CATALOGUES
CARDS, WEDDING INVITATIONS, MENUS
A MOST COMPLETE ENGRAVING AND ILLUSTRATING PLANT

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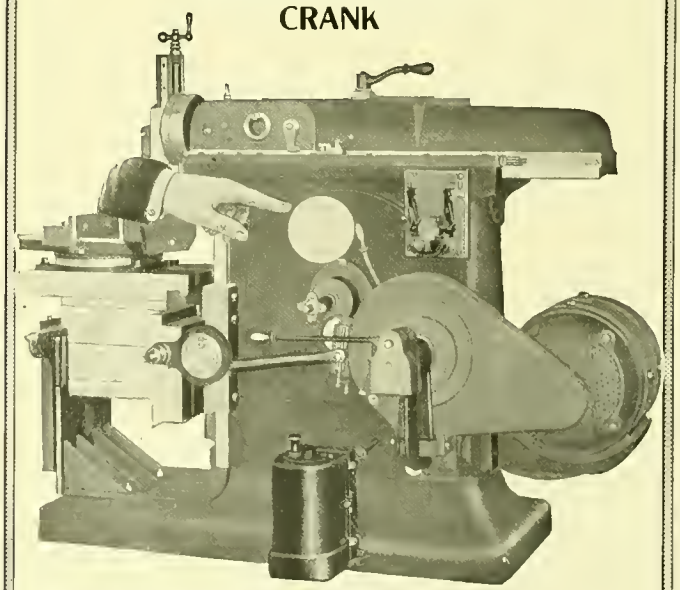
THE VITAL SPOT

in Shaper construction is the

CRANK



Its construction determines the speed and the power of the cutting tool

STOCKBRIDGE SHAPERS

give satisfaction—the crank is made right.
Ask for circular illustrating our patented two-piece crank motion.

STOCKBRIDGE MACHINE COMPANY

WORCESTER, MASS., U. S. A.

Made in Worcester.

RAILROAD COLLISIONS ENDED FOREVER!

You are cordially invited to inspect a working model of the

ORCUTT AUTOMATIC TRAIN STOP

Absolute Protection for all Moving Trains under All Conditions

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Manufacturers

Office and Factory
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MORRIS SEMI-BITUMINOUS COAL

A PORTION OF OUR YARDS, 1908

Business Established 1783

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Made from
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Worcester's Finest
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Automobile Parties a Specialty :: Excellent Cuisine

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Is an important factor in establishing the credit of the manufacturer and merchant.

When all your money is invested in your business, large or small, INSURANCE is the main reliance to start that business again after the fire.

Do not make the mistake of thinking that all fire insurance companies are equally strong in these times of conflagrations.

For sixty-five years we have insured the largest manufacturing properties in the county, and have paid through our office more than TWO MILLION DOLLARS in losses.

Consider the value to you of policies in the largest and best companies doing business in America backed by our sixty-five years of successful representation of them.

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405 Main Street Worcester

Established 1843

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OF PHILADELPHIA

A conservative, safe and reliable company with a record of continuous good management.

Policies simple, direct and liberal at lowest premium rates.

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10-12-'08

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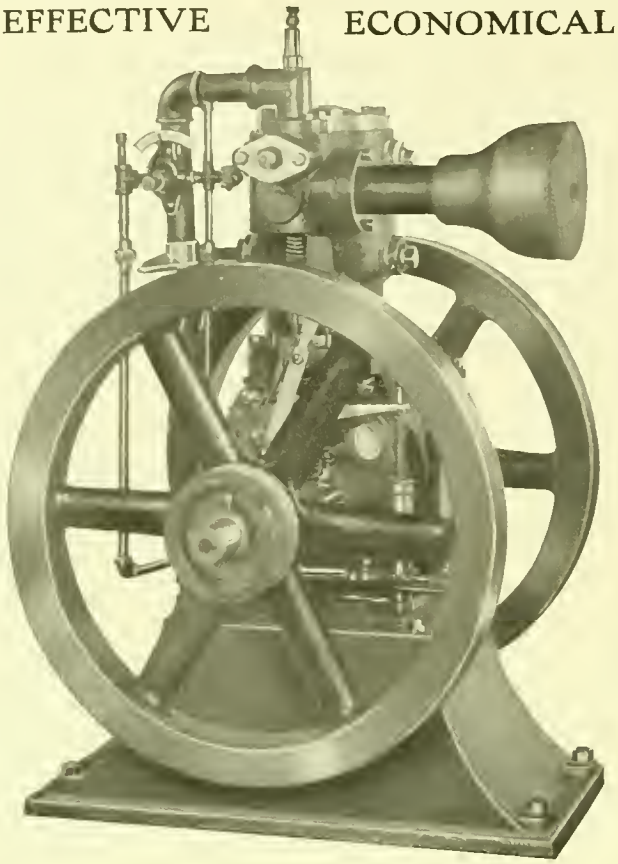

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The "GREENDALE" 4-cycle
jump-spark, fool-proof
GAS ENGINE
for a variety of power purposes
Send for catalogue to Dept P
GREENDALE GAS ENGINE CO.

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of any size or kind

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Send us a trial order. Telephone 543

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Bottles
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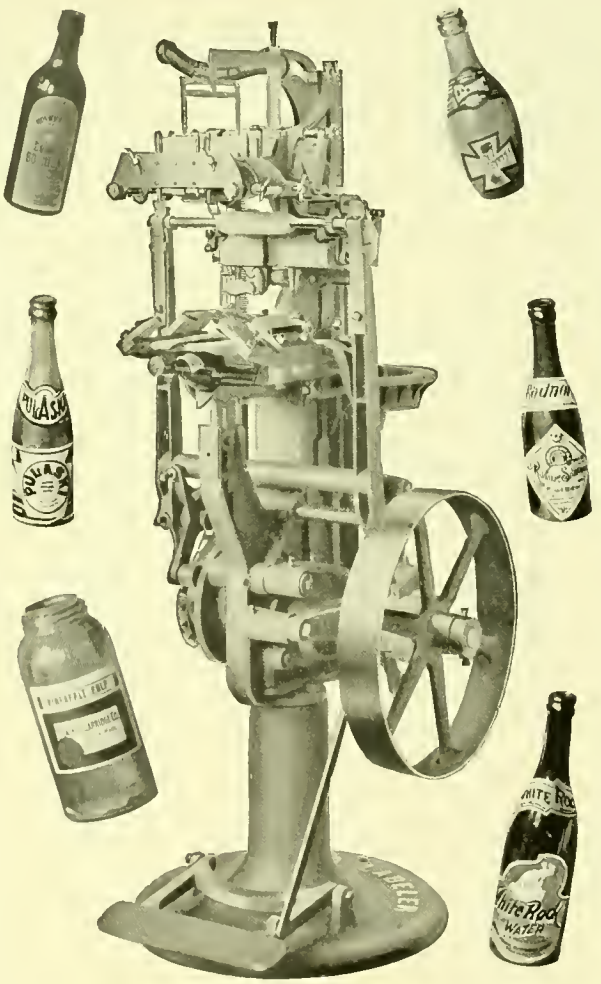
Single Labels
or Two or More Labels
at One Operation by
World Labeler
at a rate of from 36 to 48 bottles a minute

We shipped two *World Labelers to New York on trial October 29th, and on November 13th we received an order to ship* four more *to the same place as soon as we could fit them out.*

They made good!



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ECONOMIC MACHINERY COMPANY
72 School St. WORCESTER, MASS.

Practical Billing

ADDS MULTIPLIES **Comptometer** DIVIDES SUBTRACTS
"In A Class By Itself"

For Extending and Adding
How Simply It Is Done

The Comptometer is set to the right of your Typewriter (any standard make) as here shown. The items are written on the bill in the usual manner. The extensions are then performed on the Comptometer, and the result copied on the bill. This is the most successful and rapid method known for billing. No mental strain, no drudgery, no nervousness, no mistakes.

Note the time required on these sample bill extensions: 353⅝ yds. @ 57½c., $203.33; 470 W. I. Bolts @ 7⅞ c., $35.33; 47 5-12 doz. @ $4.75, $130.23—7 to 8 seconds each. 210 ft. 8 in. W. I. Pipe @ 22½c., less 60, 10, 5, $16.21—10 seconds. **Send for Chain Discount Card.**

A few representative concerns which do their billing in this manner: Marshall, Field & Co., Chicago, 42; Carson, Pirie, Scott & Co., Chicago, 22; Carnegie Steel Co., Pittsburg, Pa., 14; American Radiator Co., Chicago, 4. Ferguson, McKinney Dry Goods Co., St. Louis, 12.

Many of our customers have held bill-extending and checking contests. Three reported a prevention of errors of $25.14, $101.56, $165.00, respectively, *for one week*, and a further saving of 50% of time. Judge for yourself the losses prevented and the saving effected in one year. A Comptometer will pay handsomely in your business.

The Comptometer is the only practical bill-extending or bill-adding machine on the market. Twenty-two years in service. It affords the only absolute method of checking all additions, extensions, multiplications, divisions, etc.

Its range of usefulness is not confined to any one class of figuring—it is universal.

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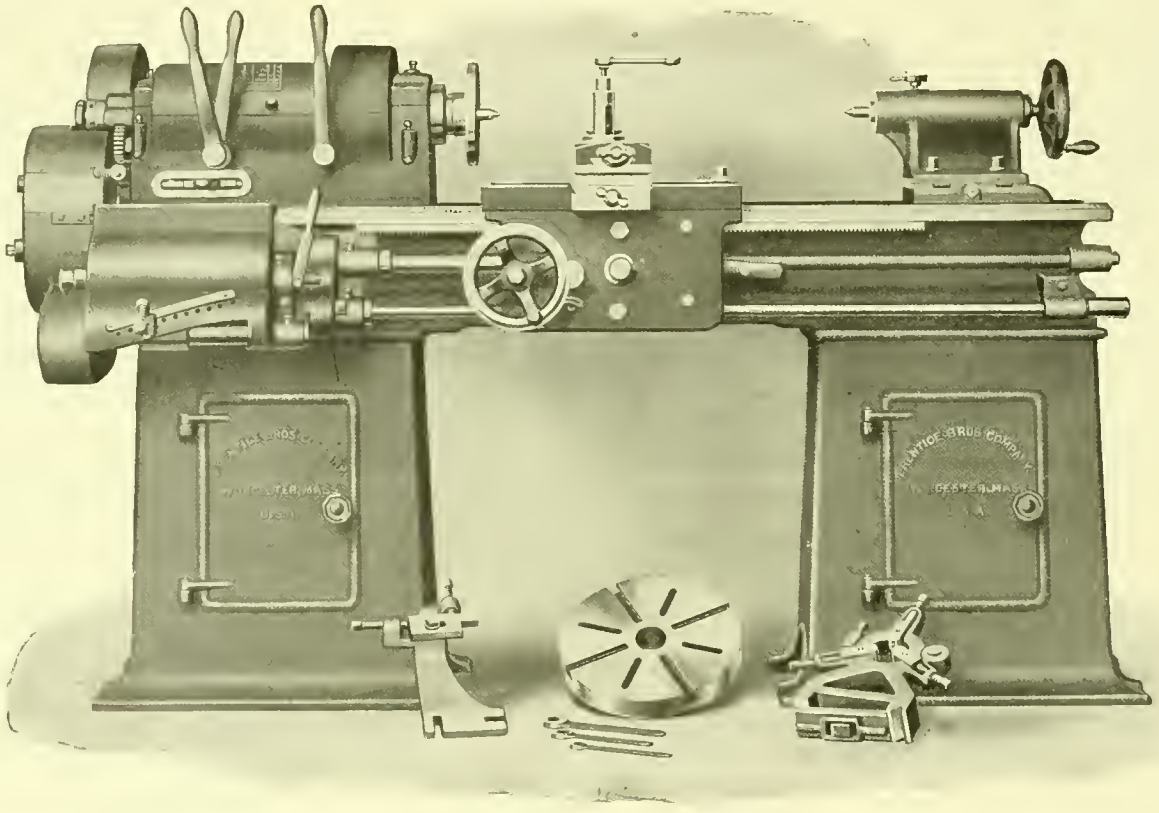
Unexcelled for SCREW MACHINERY or any machine where oil comes in contact with the belt.

WILL NOT ROT FROM EXCESS OF OIL

Made in Worcester.



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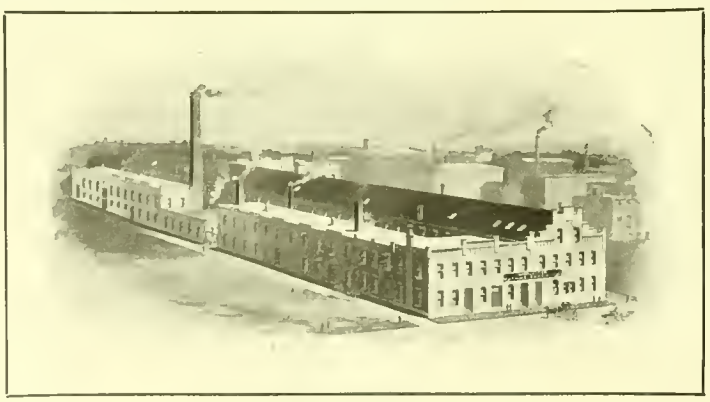

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Branch of the

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Makers of

Set Screws, Cap Screws, Machine Screws, Taper Pins, Milled Studs, Special Parts

Beacon and Jackson Streets

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Made in Worcester.

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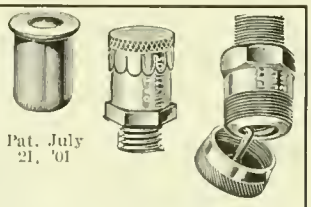
If you can get your hand on it you can put the oil in

European Agents, CHARLES CHURCHILL & CO., LONDON, ENGLAND

Send for Samples



Pat. July 21, '01

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Sparkling Polar Water
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THE NEW $1400 CADILLAC

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Four cylinders
30 horse-power
Selective type transmission
Shaft drive
32″ wheels
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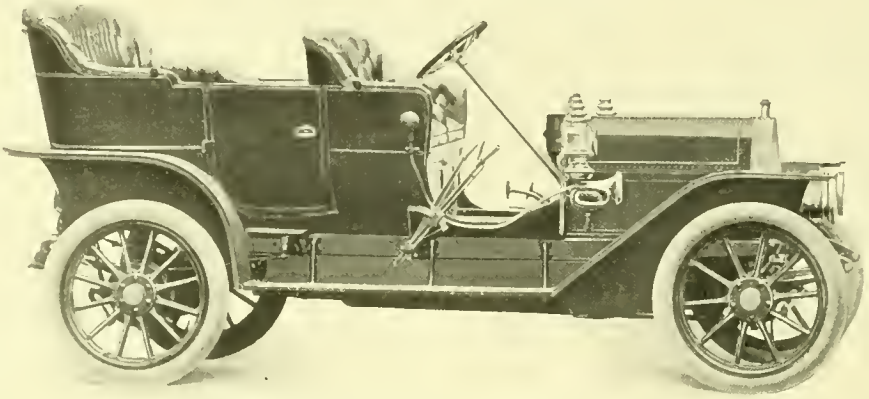
Platform rear springs



This is not a first year car, but the Model G car (improved) that has sold the past two years for $2000

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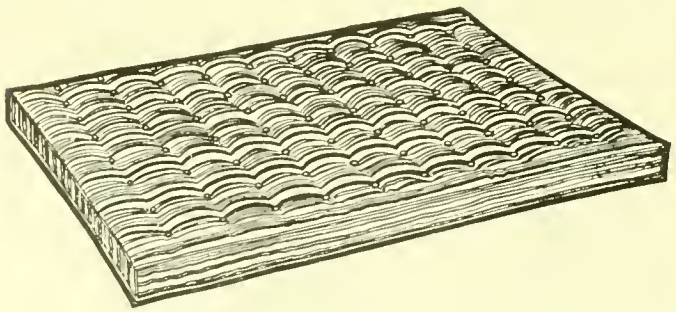
ABSOLUTELY GERM AND MOISTURE PROOF



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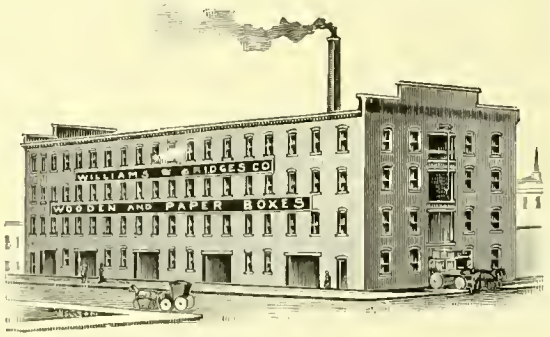

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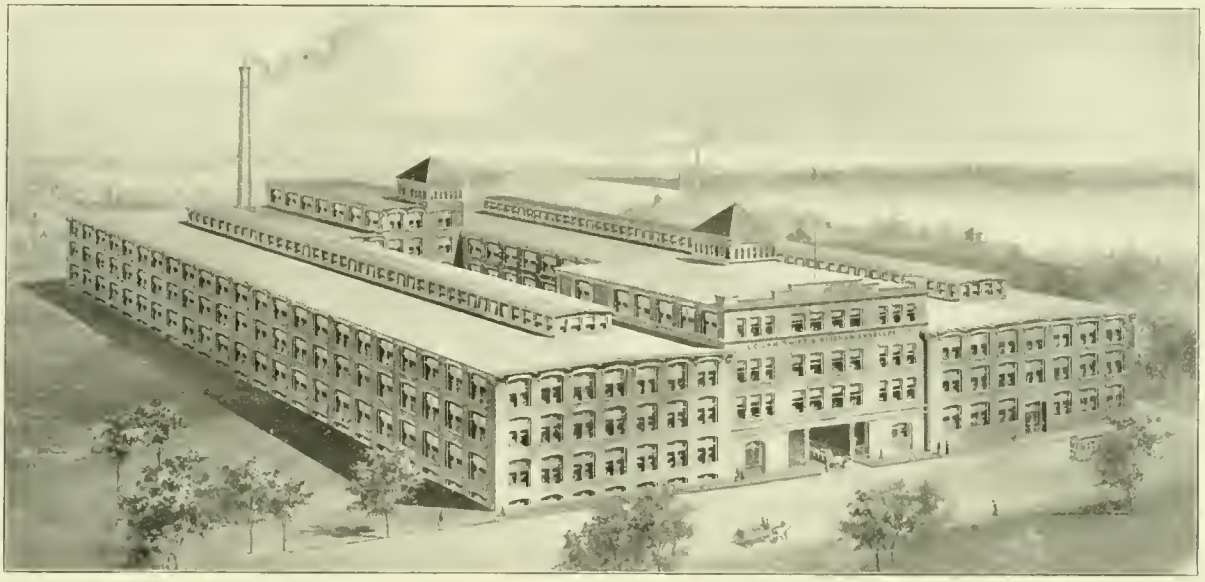

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Insures economy and absolute accuracy in the addressing of all your mail matter.

The Improved

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The best and most satisfactory merchandise envelope made.

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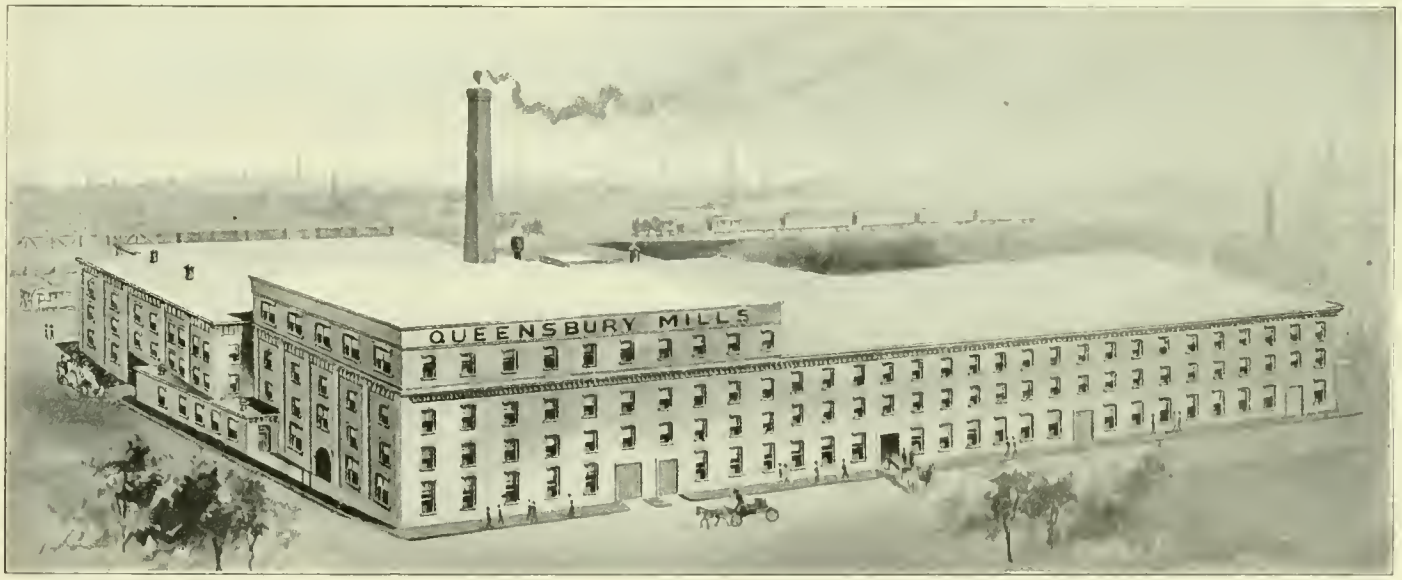

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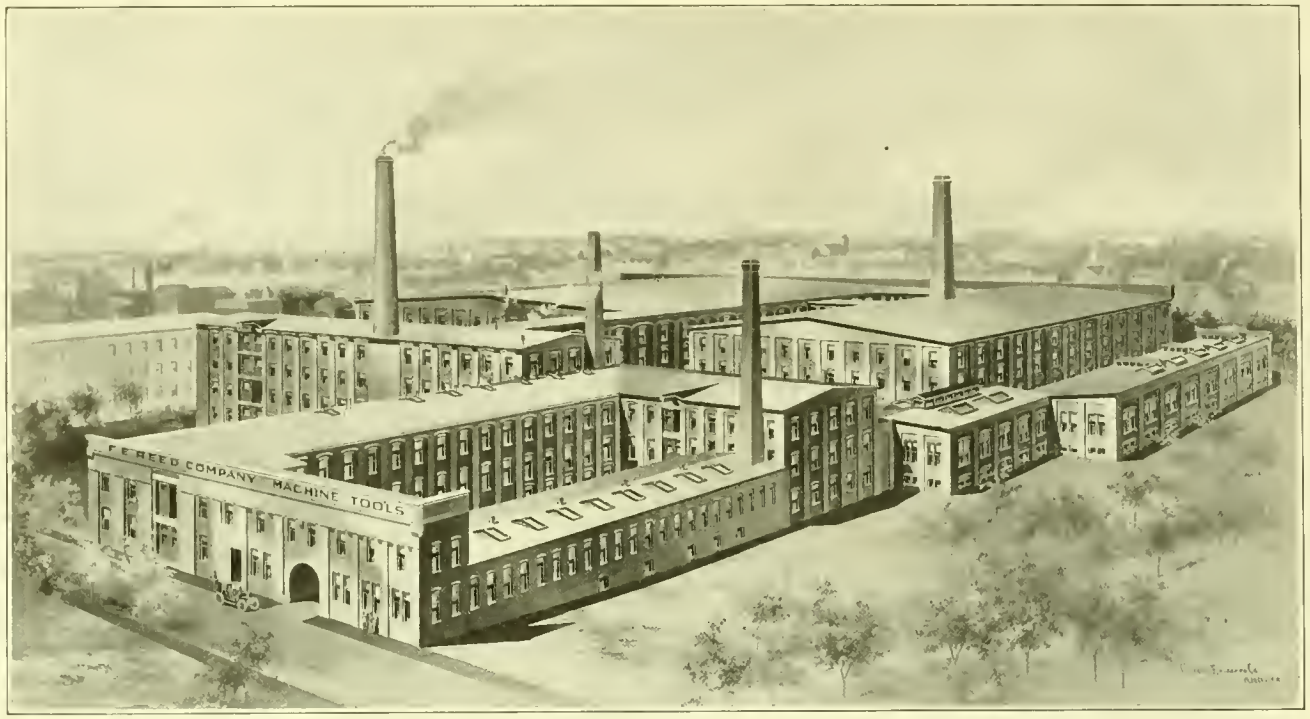

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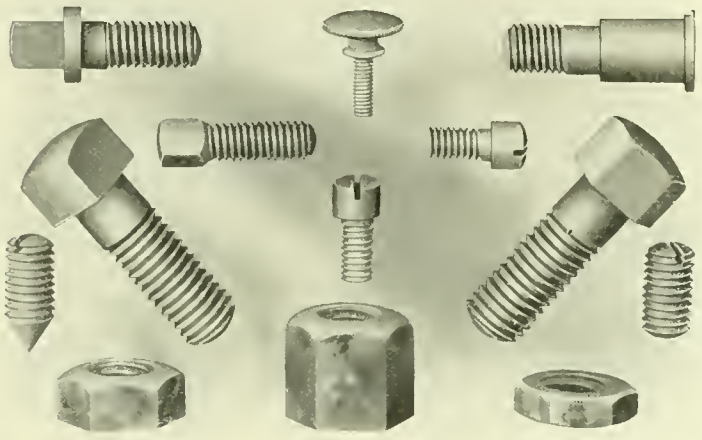

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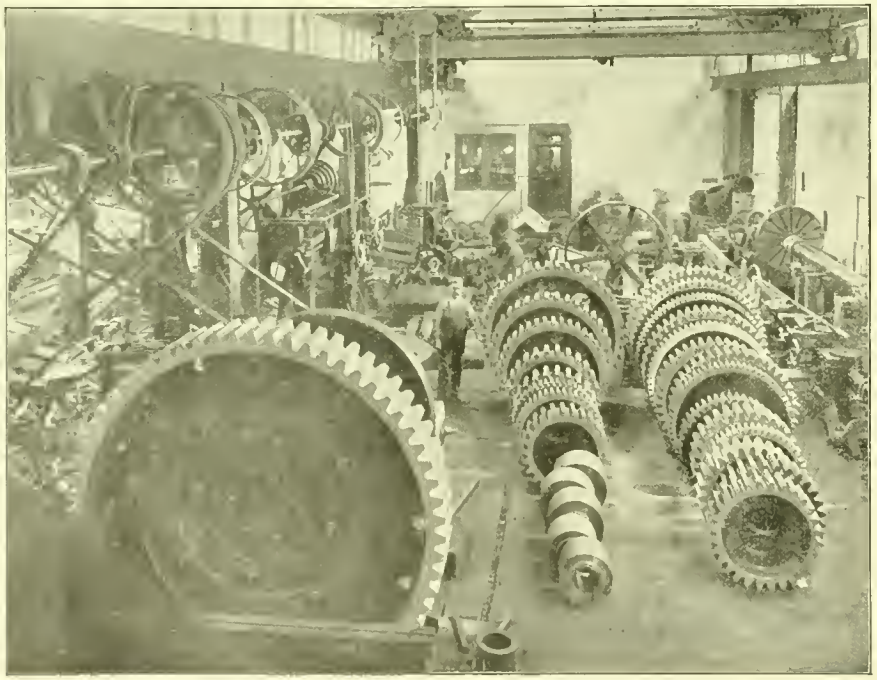

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It will save 75 per cent. over the jack-knife and chisel method, and enable you to make prices that will get you the business, and at a big profit.

Let us send you our proposition.

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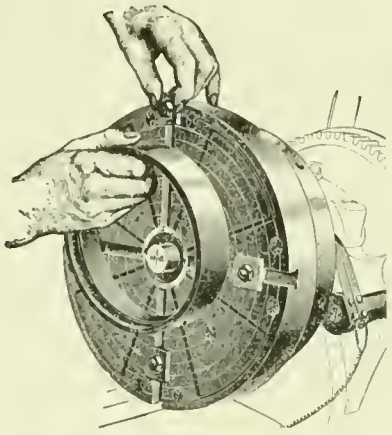

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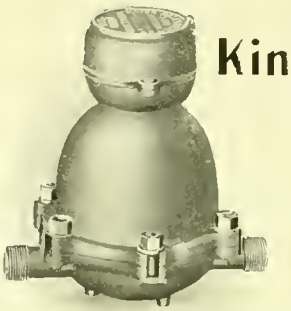

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Best Material and Workmanship

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CANOES
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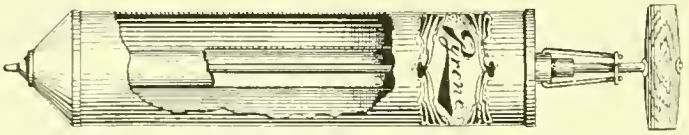

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Special Agents for PYRENE the new FIRE EXTINGUISHER. Will not freeze or corrode. Will kill fire from any cause without injury to person or fabric

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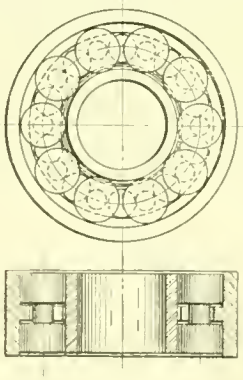

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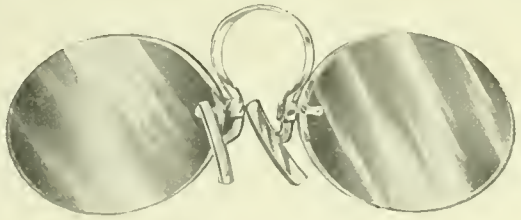

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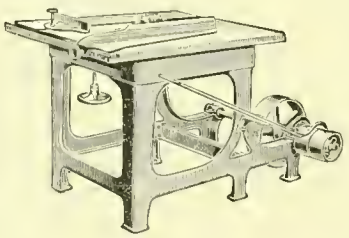

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Index to Advertisers

Adams & Powers, doors, sash and blinds,	xxi
American Car Sprinkler Co., car sprinklers,	vi
Anthony Screw Co., screws,	xix
Bay State Stamping Co.,	xiii
Brownell, George L., twisting and spinning machinery,	xx
Boyd & Bro., M. C., coal,	x
Boston Pressed Metal Co., transom adjusters,	vi
Blake, Jr., & Co., George F., iron and steel, and supplies,	xxii
Blanchard & Co., F. S., printers,	i
Carlton Engraving Co.,	xxiii
Central Supply Co., steam and gas supplies,	Inside front cover
Chandley Co., The, mattress, pillow and cushion manufacturers,	xiv
Chase Engineering Co.,	xviii
Coates Clipper Mfg. Co., flexible shafting,	viii
Commonwealth Press, printers,	xxi
Coleman & Sons, Walter, wood and steel tackle blocks,	xxii
Coleman, E. J. F., Kempter roller bearings,	xxii
Crawford & Co., woolen machinery and mill supplies,	xx
Crompton & Knowles Loom Works, looms,	Inside back cover
Cummings Shoe Co., Worth cushion shoes,	
Davis & Riggs, commercial photographers,	xxi
Delta Electric Co., The, electricians,	xxiii
Eastern Bridge & Structural Co.,	xxiii
Economic Machine Co , bottle labeling machines,	x
Felt & Tarrant, comptometer adding machines,	
Franklin Square Garage,	xiv
Freeman & Co., J. C., kryptoks,	xxiii
Graton & Knight Mfg. Co., The, leather belting,	i
Greene & Bates, insurance,	ix
Hammond Reed Co., organ reeds, reed boards, organ supplies,	vii
Harrington & Richardson Arms Co., firearms,	Inside front cover
Heald Machine Co., The, machine tools, grinding machines,	xxi
Heywood Boot & Shoe Co., fine shoes,	iv
Hill Dryer Co., clothes dryers, "Hustler" ash sifter,	vi
Hobbs Mfg. Co., wood-working and box-making machinery,	vi
Hudson Belting Co., leather belting,	xxi
Jackson St. Foundry, iron castings,	xxiv
Kidder, R. E., drawing tables,	xxiv
Leicester Polar Spring Co.,	xiii
Logan, Swift & Brigham, envelopes	xvii
Lowell Textile School,	xviii
Marble & Co., J. Russel, gasoline and automobile oils,	x
Morgan Construction Co., rolling mill equipment,	xx
Matthews Mfg. Co., stove trimmings, ferrules, etc.,	xx
Multiple Woven Hose & Rubber Co., fire hose and belting,	Outside back cover
Murch & Hidden, Peerless and Cadillac automobiles,	xiv
Norcross Brothers Co., contractors and builders,	v
Norton Company, grinding wheels,	Inside back cover
Orcutt Automobile Train Stop Signal,	ix
People's Savings Bank,	viii
Pond Machine & Foundry Co.,	xiii
Pratt & Inman, iron and steel,	xx
Pratt, Robert G., supplies for narrow fabric looms,	xxiv
Prentice Bros. Company, drilling machines, engine lathes,	xii
Provident Life & Trust Co.,	ix
Queensbury Mills,	xvii
Reed Co., F. E., machine tools,	xviii
Reed & Prince Manufacturing Co , screws, bolts, rivets, etc.,	xix
Rice, Barton & Fales, iron castings,	x
Schervee & Bushong, commercial photographers,	vii
Sherman Envelope Co., envelopes and specialties,	vii
Spencer Wire Co., wire and wire articles, wire fences,	xix
Standard Foundry Co., iron castings,	vi
State Mutual Life Assurance Co.,	v
Stockbridge Machine Co., shapers,	viii
Torrey Razor Co., J. R., The,	xiii
Torrey Co., J. R.,	xiii
The Warren Hotel,	x
Union Water Meter Co., water meters,	xxii
Walker & Co., O. S., chucks,	xxi
Warren, J. F. & W. H., leather belting and mill supplies,	xii
Warren Leather Goods Co., suit cases, bags and supplies,	xiii
Webb Pink Granite Co.,	ii
Whitney, Co., Geo. C., The, valentines, etc.	ix
Whitaker Reed Co., loom reeds, belt hooks and wire goods,	xxiv
Wilder Pictorial Advertising Agency,	xi
Wire Goods Co., wire hardware,	
Williams & Bridges, wooden and paper boxes,	xiv
Winslow Skate Co., ice and roller skates,	xxii
Woodbury Carlton Co., photo-engravers, artists, bird's-eye views, etc.,	viii
Worcester Consolidated Street Railway Co.,	iv
Worcester Machine Screw Co., set, cap and machine screws,	xii
Worcester National Bank,	iii
Worcester Trust Co.,	ii
Wright Wire Co., wire and wire cloth, wire rope, etc.	iii
Wyman & Gordon Co., drop forgings,	Inside front cover

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